

SPOTLIGHT

JUNE 2022



**Globe
Life**



OFFICIAL LIFE INSURANCE OF
THE TEXAS RANGERS

OPENING WEEK



BLESSINGS BEYOND MEASURE



Steve Greer
Chief Executive Officer
American Income Life &
National Income Life Divisions

The secret of happiness is to count your blessings while others are adding up their troubles. – Author Unknown

Recently, Dana and I were on our way somewhere and had to stop for gas. Even though the prices of everything have been climbing at a steady pace, we both had sticker shock watching that counter roll through the dollars. I may have grumbled a little. My wife, the Greer family eternal optimist, reminded me of our many, many blessings and to be grateful for them.

When I decided to go to work for my cousin Durhon in New York, it was about money. I make no apology for that; it's the #1

reason most people are drawn to *Opportunity Unlimited* at AIL-NILICO. They're looking for a career where they can provide their family with the best lifestyle possible and do it in an atmosphere that encourages growth and advancement based on merit. I took the same risk as everyone else starting on this career path. The rewards have been beyond anything I ever expected and can be for you, too. If anyone had told me on my first day that I'd one day be the CEO, I wouldn't have believed it.

That's the way it *starts* but a career with our Company gradually takes on a life of its own and becomes so much more. For one, after listening to your clients for a while and especially after delivering your first claim check, you begin to realize just how important what we do is. In many cases, our products are the only thing standing between a family and financial disaster when a wage-earning loved one dies. On the worst day of their lives, we are the most important person in the world to that grieving family. Not many people can derive that kind of satisfaction and clear purpose from their job.

Another unexpected extra from this career has been the culture at AIL-NILICO,

which can inevitably lead to deep and lasting friendships. There's a special unspoken bond that forms among people who are sharing the same experiences. No explanations are necessary; everyone knows what everyone else is going through.

As a company, we are so fortunate to be in a position where the price of gas and everything else doesn't have to stop us dead in our tracks when it comes to servicing our clients and earning an income. Many people in other circumstances have been forced to make desperate choices with the current inflation. If one good thing came out of COVID, it was the discovery that what we do can be done — and done *well* — virtually. The ability to sell and recruit remotely is a godsend. People can be successful without a car, without mobility, and without meeting with clients in person. There are not many industries that can say that, proving yet again that there really is *Opportunity Unlimited* at AIL-NILICO.

If filling the tank or the shopping cart has you feeling down, please remember to count the many blessings in your life... and count our company twice! 🙌

SPOTLIGHT

ARC.AllLife.com/Spotlight.aspx
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NEWS

JUNE 2022

VOL. 55 NO. 6

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2022, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: 74.0%
Net to Gross: 80%

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 7/22 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 7/27**. eApp business excluded from the 7 day hold should be uploaded by **Friday 7/29 before 4:30 p.m. CST** to count for **July** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$4,517,232

in total BONUSSES were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Pages 42-48**.

\$9,292,210

in total April RENEWALS were paid out in May to 6,218 total agents.

Corrections - May 2022 issue of *Spotlight*

Joseph Sarasin should have been listed as a \$2 Million Dollar Club qualifier.



JOSEPH SARASIN
S-S-Bendure-Hartwig
Contracted 4/27/12
Qualified 4/30/22
\$2,008,878 Net ALP

The wrong photo for **#5 GA Jonathan Collins** was pictured.



JONATHAN COLLINS
Ernest Powell
\$42,836 1st 6 Mo Agt
\$66,021 Net ALP

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at ARC.AllLife.com or ARC.NILife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at **The Grand at Moon Palace** in Cancun, Mexico. The convention will be held **May 3-6, 2023**.



LOOK FOR ME!

ANNIVERSARIES

41 YEARS OF SERVICE
Bert Feldman, AGT

40 YEARS OF SERVICE
George Farenthold, PR

27 YEARS OF SERVICE
Cheryl Cook, PR

26 YEARS OF SERVICE
Patrick Parisi, AGT

24 YEARS OF SERVICE
Preeti Sahgal, AGT

23 YEARS OF SERVICE
Julie Aprahamian, AGT
Mario Soljan, PR

22 YEARS OF SERVICE
Lorena Barriere, MGA

21 YEARS OF SERVICE
Susan Bergh, AGT
Cas Robinson, PR
Imran Satti, SGA
Jeremy Welch, SGA
Matthew Wolfanger, AGT

20 YEARS OF SERVICE
Chad Deley, SGA

19 YEARS OF SERVICE
Samson Adelufosi, AGT

18 YEARS OF SERVICE
Rita Rider, RGA

17 YEARS OF SERVICE
Ryan Tucker, RGA

15 YEARS OF SERVICE
Lori Vaughn, PR
Daniel Walton, MGA

14 YEARS OF SERVICE
Tommy Vena, SGA

13 YEARS OF SERVICE
Jesse Rennich, RGA
Lisa Richardson, GA

12 YEARS OF SERVICE
Charles Belt, AGT
Jordan Chalom, SGA
Michael Clemente, RGA
Eric Peyton, GA
Tami Williams, PR

11 YEARS OF SERVICE
Carlo Buhay, RGA
Christa Davis, PR
Debra Esquivel, AGT
Daymon Green, AGT
Jenna Gula, MGA
Stefan Johannsson, AGT

10 YEARS OF SERVICE
Jocelyn Bolito, AGT
Michael Coulthard, AGT
Edward DeFurio, SGA
Taurean Flournoy, RGA
Micah Focken, AGT
Calvin Irving, SA
Avi Kauderer, MGA
Igor Melcharek, SA
Bobby Park, RGA
Duane Shaw, RGA

9 YEARS OF SERVICE
Elias Boles, SGA
Daniel Li, MGA
Brandon Mogel, GA
Brandon Neal, SA
Ngan Pham, RGA
Joshua Reyes, AGT
Erica Robertson, MGA

8 YEARS OF SERVICE
Alisha Anderton, PR
James Cassie, MGA

Jacob Davis, AGT
Jordan Kness, GA
Vincent Meyer, MGA
London Nelson, SGA
Joel Nunez, MGA
Elaine O'Neill, AGT
Christabel Ornelas, AGT
Christopher Ross, AGT
Karen Salek-Cuzmar, MGA
Richard Tabanji, AGT
Travis White, GA

7 YEARS OF SERVICE
Asad Ahmed, GA
Alan Arellano, AGT
Dina Boghdady, GA
Sharon Briscoe, AGT
Marie Campbell, GA
Maxon Elozier, AGT
Shai Mate, MGA
Pam Monetti, PR
Ian Pickett, AGT
Jeramey Pitman, AGT
Theodore Ryan, AGT
Mandale Tolefree, AGT

6 YEARS OF SERVICE
Zindora Crawford, GA
Farnaz Fotovat Ahmadi, AGT
Eddie Gonzales, MGA
Timothy A Jones, SA
Joseph Massucci, AGT
Brandon Neal, SA
Ngan Pham, RGA
Joshua Reyes, AGT
Erica Robertson, MGA

5 YEARS OF SERVICE
Nooreenshah Bappoo, SA
Chad Boskat, MGA
Nicholas Chuma, RGA
Noella Coleman, MGA
Nelson Desmond, MGA
Amandeep Kaur Gill, AGT
Venus Grier, MGA
Jared Guglielmino, GA
Avery Hearn, MGA
Lisa Johnson, PR
Trace Johnson, RGA
Carrisa Korres, AGT
Delvin Lanier, GA
Michael McKiernan, RGA
DeShawn Moore, RGA
Jordan Siudy, SA
Tina Skalkos, RGA
Anthony Spataro, SA
Linda Torrence, AGT
Brian Woodland, MGA

4 YEARS OF SERVICE
Richard Bearden, SA
Dianka Blash, GA
Hector Cortez, PR
Roger Fredericks, GA
Fouad Gerges, MGA
Matthew Hudlin, RGA
Dylan Hurd, SA
Eno Ifiui, RGA
Ashkan Khoshmagham, MGA
Gift Kusuwan, AGT
Aleatha Lowe, AGT

Mele Makaui, GA
Gina Meyer, AGT
Christine Morris, SA
Randy Ortiz, AGT
Richard Phaturros, RGA
Paola Ramos, SA
Susana Rivera-Guirola, SA
Jean Romero Capote, MGA
Sousan Samadzade, AGT
Alejandro Sanchez Rios, GA
Tani Small, SA
Ryan Torres-Torioka, GA
Rachael Vanderlee, AGT
Zachary Zanotta, AGT

3 YEARS OF SERVICE
Adrain Alfred, RGA
Brandon Anderson, SA
Daniel Arzate Roa, GA
Jeanine Barlettano, RGA
Austin Barnhart, SA
Justin Brent, AGT
Matthew Code, SA
Devin Finley, AGT
Raven Fugate, AGT
Tommica Gibson, MGA
Rachael Glamp, MGA
Judith Hetherington, SA
Andrea Hill, SA
Marsei Hogan, MGA
Taleb Jammoul Hajali, MGA
Lawrence Johnson, MGA
Patrick Keohane, GA
Preston Klutz, MGA
Michelle Kurtz, GA

Chris Lewis, SA
Bertin Mangongo, AGT
Anthony Marsella, MGA
Adriana Marte, AGT
Joshua McTier, GA
Dominic Meehan, SA
Iv Menache, MGA
Sean Merritt, SA
Jonathan Ojendi, GA
Tyler Parker, MGA
Jonathan Rindt, MGA
Anthony Salerno, MGA
Scott Saxton, MGA
Feagai Singh, SA
Jennifer Smajda, AGT
Cristy Smuck, AGT
Jordan Stelzer, MGA
Melvin Teasley, AGT
Elvis Tinaj, SA
Fatima Ward, GA
Matthew Ward, MGA
John Witteman, AGT
Thomas Wright, GA

2 YEARS OF SERVICE
Aldalyne Aldana Bello, GA
Havis Alvarado, GA
Rebecca Amundson, AGT
Jenny Anderson, GA
Charles Bartlett, SA
Christian Baymack, SA
Madelin Beattie, SA
Natalia Beltran Hernandez, SA
Monte Boswell, SA
Bryan Brasil, GA

Gabriel Carrera, AGT
Shelley Carrier, SA
Rossana Carruyo Parra, GA
Sonia Chaudhry, AGT
Dominique Chavis, AGT
Jin Chen, SA
Jonathan Conner, MGA
Maya Coulton, SA
Dashawn Cuthrell, AGT
Christian Delgado, SA
Kurt Evans, GA
Alek Filtz, SA
Indira Frias Pacheco, SA
Joshua Georgakopoulos, AGT
Bradley Gienger, AGT
Theresa Hakes-Drumm, AGT
Virginia Hebert, SA
Raiq Hussain, GA
Jordan Jones, SA
Craig Joseph, AGT
Pule Kaisa-Lealiifano, AGT
Elliott Kater, SA
Alexandra Key, GA
Colleen Kopycienski, SA
Spencer Kozej, MGA
Cuong Le, SA
Pedro Lemos, SGA
Toby Lind, SA
Gjon Ljuljguraj, AGT
Nikolla Luljguraj, SA
Austin Macias, MGA
Jonathan Marrero, SA
Lyndsey Mazeall, AGT
Sean McGuigan, SA

Kathleen Mezik, MGA
Anna Mirzaee, GA
Jennifer Mueller, SA
Genesis Navarro, SA
Mac-Brien Ngunu, AGT
Dominick Nieves, GA
Yann Nsoga, GA
Jean Paul, SA
Cassandra Pinto, SA
Stephanie Prince Leon, MGA
Danica Rivera, GA
Elmar Salas Velasco, GA
Christina Salvatore, GA
Daniel Sodan, AGT
Ruben Terrero, GA
Amber Thompson, AGT
Katharine Thorne, MGA
Luciano Valero Vidal, GA
Michael Vanhorn, AGT
Carlos Vargas, SA
Darius Washington, AGT

1 YEAR OF SERVICE
Madelaine Abu-Ghannam, AGT
Michael Alexander, GA
Taliah Allen, SA
Adriana Alvarez Sorto, AGT
Anthony Anglin, SA
Jaheim Armstrong, SA
Xavier Evans, GA
Kirsten Ferguson, AGT
Madeline Ferorelli, AGT
Marcus Flores, AGT
Veronica Flores Mendez, AGT
Ricardo Franco, MGA

Rebekah Bankert, AGT
Taleetha Barnett, GA
Mamadou Barry, SA
Indira Bastardo Quintero, SA
Dalton Beam, GA
Heather Beatty, SA
Kevin Beaver, SA
Lindsay Belham, SA
Payton Borella, AGT
Josiah Brown, AGT
Elsa Camero, AGT
Ashley Campbell, SA
Sidney Capen, SA
Jonathan Carothers, SA
Kyren Celmer, SA
Zaira Chowdhury, AGT
Vanessa Claxton, AGT
Gareth Collins, GA
Christian Cox, GA
Michael Dafoe, AGT
Michael Daw, SA
Lisa Dohmen, AGT
Brittany Douglas, AGT
Alyssa Duncan, SA
Damien Dupree, AGT
Akil Elzein, GA
Andrea Erwin, SA
Nicholas Escobar, AGT
Xavier Evans, GA
Kirsten Ferguson, AGT
Madeline Ferorelli, AGT
Marcus Flores, AGT
Veronica Flores Mendez, AGT
Ricardo Franco, MGA

Derrick Frazier, AGT
Leigha Gailor, AGT
Kristen Gates, AGT
Marian Gerges, AGT
Stephanie Getschmann, SA
April Gibson, SA
Marcos Godinez Martinez, AGT
Mitchell Gonzalez, SA
Taylor Griffith, SA
Paul Grover, AGT
Danielle Guin, SA
Allison Hadley, SA
Michele Harris, AGT
Jake Hurst, AGT
Glen Husi, AGT
Roberta Jackson, AGT
Benjamin Jaimies, SA
Pamela James, SA
Kaila Jewell, AGT
Edwin Johnson, AGT
Renata Johnson, SA
Kevin Karam, AGT
Kimberly Kazmark, SA
Paul Kelley, AGT
Jake Kim, SA
Cari Korpi, SA
Sheaden Kreiter, AGT
Kortney Krystik, SA
Tyler Kuhl, AGT
Sara Landon, AGT
Carolyn Lee, AGT
Brittany Lewis, SA
Gloria Lewis, SA
Jaden Londagin, SA

Dillon Lopez, AGT
Mario Lopez, AGT
Ricardo Marciano Franco, AGT
Jonathan Major, AGT
Christian Margarum, GA
Christopher Marzan, SA
Belinda McCoy, SA
Patricia McHenry, SA
Michael McLaughlin, SA
Stephany Mejia, SA
Ryan Miller, SA
Shikisha Mimms, SA
Juan Mendiola, AGT
Garron Moffett, SA
Franklin Montejo, SA
Caroline Mora, SA
Zachary Morgan, AGT
Rahida Munoz, AGT
Blake Myers, AGT
Daniel Nava, AGT
Twila Newton, SA
Nicole Marie Oliver, SA
Jason Ondic, AGT
Savannah Ontiveros, SA
Richard Ortega, AGT
Lindsay Pearn-Sinkins, SA
Yelba Pelayo, SA
Hilsy Perez, AGT
Chassidy Pintera, AGT
Bradley Pleasant, AGT
Belinda Polite, GA
Kyle Rachlin, AGT
Mayerlin Ramirez Davila, SA
Diana Ransom, AGT

Dinor Rexhepi, GA
Christopher Rives, SA
Jeferson Rodriguez, AGT
Stephanie Rogers, SA
Kristina Ryssina, AGT
Veronica Salazar, AGT
Nora Sandoval, AGT
Wesley Scott, SA
Crystal Session, AGT
Ana Severyn De Osorio, GA
Michael Shaddock, AGT
Staci Sharp, AGT
Damon Shere, GA
John Sierra, SA
Damon Sims, SA
Joseph Sisson, AGT
Victoria Snowden, PR
Kaylee Steinkuehler, SA
Shawn Stewart, AGT
Brandon Strauss, AGT
Caitlin Thomas, AGT
Darius Thomas, GA
Kevin Thomas, GA
Damaris Trejo, SA
Samuel Troutte, SA
Ronald Tungol, GA
Alexandria Valentine, AGT
Yaury Victoria, SA
Elizabeth Villarruel, AGT
John Wilson, AGT
John Wirkus, MGA
Darron Wright, SA
Heryka Zapata, AGT

PROMOTIONS

STATE GENERAL AGENT
Tiffany Babin-Washington
Elias Boles
Mohamed Shogar

REGIONAL GENERAL AGENT
Joshua Bacchus
Nafic Djendji Abdel Khalek
Jenna Gula
Corey Helwig
Stephen Jeung
Sahand Pouladi
Kamal Tayyib
Crystal Vairretta
Matthew Ward

MASTER GENERAL AGENT
Sydney Anderson
Selale Booher
Nixandra Caraballo
Rossana Carruyo Parra
Jonathan Collins
Kevin Dimery

Nina Dolman
Noris Dominguez Ramirez
Sean Gillespie
Alexander Gomez
Thomas Huynh
Lamarcus Jackson
Matthew Kerfoot
Michael Lyons
Tennison Mather
Morella Parejo
George Ray
Norma Sanchez
Leanna Sinclair
Chase Snider
Katie Stahulak
Fatima Ward
Tabitha Witherell
Thomas Wright

70% GENERAL AGENT
Liliana Aguirre
Ahmadyosuf Ahmadjamshid

Enoch Baiden-Nimene
Jose Baptista
Madelin Beattie
Nicholas Bodemann
Joseph Ciliberti
Rosa Colmenares Borrego
Jeffery Deputy
Juan Diaz
Haymon Gentry
Maria Gonzalez
Johnathan Hoggins
Ana Meza
Ildemaro Ruiz
Sarah Saleim
Elijah Scott
Cody Sexton
Steven Weber
Sharon Wright

67.5% GENERAL AGENT
Shaela Beechem
Connor Bonn

Alyssa Buchite
Zayd Burns
LaQuanda Calhoun
Natasha Carvalho-Miner
Kyren Celmer
Jahara Clark
De'Lorian Day
Samantha Garcia
Amanda D George
Lisarenee Hahnlen
Zachary Hofreiter
Malcolm King
Shiva Latify
Cuong Le
Monica Lee
Marcus Martin
Elio Mertiri
Carolyn Miller
Jonah Mullins-Wilson
Demarcus Oliver
Deanna Olson

Daniel Rodgers
Sonia Silva
Tristan A Smith
Courtney Somsan
Flor Tapia
Sean Taylor
Stephon Taylor
Jakob Terry
Arthur Trost
Jamie Webster

57.5% GENERAL AGENT
Sunday Conine

65% SUPERVISING AGENT
Steven Ambrose
Lauren Appelbaum
Bryan Bland
Devin Covington-Booth
Yumaira Garcia
Steve Garza
Brenda Giron Rangel
Angel Gomez Marquez

Ruth Halpine
John Herger
Sebastian Hill
Cody Imhoff
Tessa Kettelle
Angel Lee
Jesse Lemos
Samantha McComas
Deborah Murdock
Anthony Neuhoff
Noah Olsen
Jahanna Pace
Sarah Padron Capote
Ligia Quevedo
Mauren Quijada
Teresa Rasmussen
Miguel Sanchez
Justin Schwem
Nathan Shem
David Soto
Raymond Stephenson

Melissa Thurmond
Wimbert Villalobos
Belinda Ward
Donald Wash

62.5% SUPERVISING AGENT
Tiffany Adams
Bailey Amato
Destinee Ashford
Luis Ayala
Amenaghawon Ayanru
Shawn Ayoub
Colette Balzano
Shane Bekaert
Daniel Berg
Franko Bilbili
Ronyae Booker
Zach Boroff
Cynthia Bracho Pacheco
Damon Brassell
Jessica Buchanan
Jamie Caldwell

Zackary Campbell
Nicholas Cardennis
Nichole Carr
Jven Carvalho Miner
Ana Castaneda
Kenneth Cathey
Noelia Chavez
Steven Church
Christopher Collins
Conredge Collins
Samuel Crock
Esmeralda De La Rosa
Tasha Dietzgen
Lisa Dohmen
Olaniyan Eaglin
David Echeverry Silva
Natausha Eldasher
Madeline Ferorelli
Aspen Fleming
Micah Focken
George Forte

Derrick Frazier
Brandon Freeman
Sean Freeny
Nicholas O Garcia
Danny Garrett
Danny Geva
Nicholas Geyer
Yanicka Ghoston
Braeden Gilbert
D' Audrey Gillard
Jessica Robinson
Maeson Green
Markus Green
Gene Hale
Clarence Harvin
Trevor Hawkins
Meghan Hendrickson
Patty Herrera
Dale Hetrick
Hope Hice
Devon Hinsperger

Twauana Catima Jenkins
Justin Johns
Alton Jones
Nekisha Knight
Christina Konstanzer
Sian Kopicik
Keegan Kullby
Michael Lagunas
Jalen Lawson
Samantha Lerma
Shameka Levy
Michael Lewo
Taylor Lowe
Lance Manago
Zachary Marshall
Nicholas Miceli
Anyelika Moreno
Carina Munoz
Christine Munroe
Alexander Nachman
Daniel Nava

Mondee Nelson
Maverick Nienaber
Chelsea Noble
Ravenne Olear
Lisa O'Neill
Timothy O'Neill
Bryan Owens
Leonard Pedroso
Sarha Pericevic
Josiah Pol
Mammie Price
Abilene Primeau
Michelle Purington
Eileen Rodarte
Salvador Rodriguez-Ortegon
Nicole Rosenthal
Shawn Roth
Ryan Salge
Stephanie Sinnicks
Brian Slocum
Roquaves Sterling

Kyle Stewart
Kyle Swanson
Ashlyn Sweetland
Jonathan Tabares
Grant Thompson
Tyler Turner
Shania Vannoster
Jeffrey Watson
Gabriella Weisbom
Kennedy West
Tesla Willimon
Heather Zampogna
Claudette Zellars

52.5% SUPERVISING AGENT
Jerry Allien
Tyler Dubois
Anna Hennessey
Kristene Kershaw
Joanne Patten
John Wasserman

WHAT'S IN A NUMBER?



Jason Beckman
Division Vice President
PR Field Operations

"THINGS' NUMERICAL VALUE IS TANGIBLE AND FINAL."

Have you ever heard the saying "What's in a name? That which we call a rose by any other name would smell just as sweet." William Shakespeare used this line in his play, Romeo and Juliet, to convey that the naming of things is irrelevant. In our line of business, "What's in a number" might be more relevant, but things' numerical value is tangible and final.

Prior to moving to Globe Life Field in 2020, the Texas Rangers played their home games at Globe Life Park, formerly known as The Ballpark at Arlington. The dimensions of Globe Life Field pay respect to Rangers history honoring all of the team's retired numbers and key seasons in the team's history.

WHAT'S IN A NUMBER AT GLOBE LIFE FIELD?*

- Left field just inside line is **334 feet** in distance to honor Nolan Ryan who wore #34
- Left field power alley is **372 feet** to honor the Rangers' first year in Arlington (1972)
- Center field is **407 feet** in distance to honor Ivan Rodriguez who wore #7
- Right field power alley is **374 feet** in distance to honor the first winning season in Arlington (1974)
- Home plate to backstop is **42 feet** to honor Jackie Robinson who wore #42

Prior to 2020, AIL-NILICO's business model was founded on being the "Premier In-Home Insurance Company" but when COVID hit, we quickly pivoted to our virtual model. Our Company saw the number of agents who came here seeking Opportunity Unlimited grow exponentially, as well as the number of working families we have been able to help and protect.

The PR Team, too, had to pivot during the pandemic but our commitment to Protecting Working Families never wavered. We continued to share our strong past as a Company advocating for workers and workers' rights while creating a bright future for all by helping provide financial security for their families.

WHAT'S IN A NUMBER AT AIL-NILICO?***

In 2021, our Company:

- Covered **8.95 million members** of labor unions, credit unions, and associations with our no-cost AD&D benefit
- Paid **\$303.3 million dollars** in overall claims to working families
- Paid **\$4.04 million dollars** in no-cost AD&D claims to group members and their families
- Waived **\$434,000** in premium for members who were on strike or laid-off

"NOT JUST IN WORD BUT IN DEED... NOT JUST IN GOOD TIMES BUT IN BAD... AMERICAN INCOME LIFE IS THERE!"

Sources:
*Globe Life Field Facts and Figures, mlb.com/rangers/ballpark/facts-figures (Accessed July 8, 2022)
**Internal Company records

MAY COMPANY TOTALS

Sales

- **\$20,395,529** Net ALP
- **\$121,991,486** YTD

Recruiting

- **1,390** New Associates
- **9,786** Agent Count

Public Relations

- **277** Groups Signed – **9%** increase over May 2021
- **52** ORI Groups Signed – **30%** increase over May 2021

Quality/Reinstatements

- **4,106** Total Policies Conserved – **3,405** Reinstatements – **701** Reopens
- 13-Month Retention: **65.3%** – **Company Record!**
- 4-Month Retention: **79.5%**
- Persistency: **82.14%**
- Net to Gross: **86%**



NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Mariana Morales	5	Sabrina Lloyd	Liliana Hernandez	2	AO	William Malerk	2	Brett Gryska
Parveen Lakhani	3	Sabrina Lloyd	Michelle Lopez	2	Desi Dimitrova	Hector Cruz	2	Henderson-Locker
Adrian Perez Gonzalez	2	Adel Al Choufi Naim	Amiel Gutierrez	2	Hemerson Gonzalez	Damaris Trejo	2	Sabrina Lloyd

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Zach Otto	7	Sabrina Lloyd	AshLynn Orng	3	AO	Phi Phan	3	Desi Dimitrova
Justin Adams	4	Simon Arias	John Catalano	3	Simon Arias	Diego Alvarez	3	Hemerson Gonzalez
Astrid Castrillon	4	Hemerson Gonzalez	Dwayne Gomez	3	Jose Carvajal	Jessica Specht	3	Brett Gryska
Elvis Cartaya	3	AO	Peter Padro	3	Richard Correa	Aaron Piotrowski	3	Sabrina Lloyd
Patrick Donovan	3	AO	Kaia Pirazzini	3	Richard Correa	Clayton Slaughter	3	Michael Vasu
Abigail Luna Rodriguez	3	AO	Jordan Stelzer	3	Richard Correa	Jean M Joseph	3	Tom Williams

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Danny Sourì	7	Sabrina Lloyd	Jordan Hamrick	2	Richard Correa	Eric Peyton	2	S-S-Bendure-Hartwig
Estephania Montecillo	4	Hemerson Gonzalez	Joshua McTier	2	Richard Correa	Sky Plunkett	2	S-S-Bendure-Hartwig
Miguel Diego Esquivel	3	Sabrina Lloyd	Jayleen Miller	2	Richard Correa	Jihad Ottallah	2	S-S-Parks-Salvaggi
Omar Al Choufi Cumarin	2	Adel Al Choufi Naim	Mayra Gutierrez Rodriguez	2	Hemerson Gonzalez	Sonia Tyner	2	Jamison Weatherspoon
David Ferriolo	2	Simon Arias	Mitchell McLaughlin	2	Brett Gryska	Mackenzie Burchett	2	Josh West
Jalen Holmes	2	Simon Arias	Nixandra Caraballo	2	Henderson-Locker	Jacob Reiter	2	Josh West
Brian Morris	2	Slav Bitman	Nathaniel Bermes	2	Brian Schreiter	Tachane Joseph	2	Tom Williams
Christopher Burkholder	2	Cohen-Velasquez	Jason Green	2	Darcy Schrieber			
Amy Durr	2	Richard Correa	Sabrina Levi	2	Albert Serur			

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

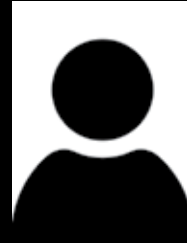
TOP RECRUITING AGENTS** MAY



Astrid Castrillon
13 Recruits
Hemerson Gonzalez



Matthew Conrad
4 Recruits
S-S-Parks-Salvaggi



Nathaniel Hughes
4 Recruits
Dustin Venekamp



Peter Kwiatkowski
4 Recruits
S-S-Parks-Salvaggi



Julian Navalta
4 Recruits
Henderson-Locker

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	13	Luciano Valero Vidal	3	Sergio Carta	2	Cuong Le	2	Sandra Sotomayor	2		
Matthew Conrad	4	Daniel Walton	3	Nicholas Chuma	2	Veronica Leonett	2	Jennifer Spalding	2		
Nathaniel Hughes	4	Connor Adkins	2	Nairobi Contreras	2	Ana Machado Rodriguez	2	Jessica Specht	2		
Peter Kwiatkowski	4	Jessica Agustin	2	Tyler Cox	2	Nathaniel Magda	2	Patrick Sullivan	2		
Julian Navalta	4	Taylor Ahlgrim	2	Kevin Gillum	2	Beau Minnick	2	Justin Sutton	2		
Joan Alvarez Rueda	3	Diego Alvarez	2	Nicholas Gomez	2	Diana Navarro	2	Jeffery Thiel	2		
David Carpenter	3	Norvi Belisario	2	Juan Gonzalez	2	Demarcus Oliver	2	Blake Tomblin	2		
Jessica Chang	3	Brandon Bennett	2	Alexandria Greer	2	Damon Phillips	2	Jhanna Valerio Vivas	2		
Franklin Johnson	3	Brandon Biskie	2	Cynthia Hoeft	2	Daniela Rangel	2	Noah Vongunden	2		
Patricia Marickovich	3	Malik Blair	2	Keith James	2	Marc Rouse	2	Cody Walter	2		
Adianeza Rodriguez	3	Bradley Blumenshine	2	Aliya Johansen	2	Gregory Rudolph	2	Matthew Ward	2		
Jose Sanchez	3	Eric Butt	2	Katrina Kent	2	Florencia Servant	2				

TOTAL PINNACLE RECRUITERS: **284** TOTAL PINNACLE RECRUITS: **371**

TOP RECRUITING AGENTS** YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	29	Blake Tomblin	6	Mike Paragiou	5	Derek Foore	4	Joseph McCallister	4		
David Carpenter	13	Matthew Ward	6	Aldo Ramirez Marinelli	5	Johnny Fuller	4	Mitchell Mickovic	4		
Adam Wheeler	9	Veronica Acurero	5	Arturo Romero	5	Michael Giachetti	4	Tyler Ortiz	4		
Sergio Carta	8	Dairon Arbona Fonseca	5	Clayton Slaughter	5	Alexander Gomez	4	Arimar Ramirez Pernia	4		
Matthew Conrad	8	Darrell Asbell	5	Jennifer Spalding	5	Daryl Graham	4	Daniela Rangel	4		
Julian Navalta	8	Brady Basinger	5	Daniel Walton	5	Jenna Grula	4	Joshua Reyes	4		
Lamarcus Jackson	7	Brenna Behan	5	David C Williams	5	Brennen Guerin	4	Gregory Rudolph	4		
Peter Kwiatkowski	7	Brandon Bennett	5	Adem Abdula	4	Lori Hamel Johnson	4	Jeffrey A Smith	4		
Kylee Blehm	6	Rosa Colmenares Borrego	5	Sabrina Agostini	4	Brandon Hankins	4	Luis Soriano	4		
Genesis Castillo	6	David Croom	5	Diego Alvarez	4	Cynthia Hoeft	4	Jeffery Thiel	4		
Jessica Chang	6	Nelson Desmond	5	Imani Banks	4	Nathaniel Hughes	4	Kemar Thompson	4		
Nicholas Chuma	6	Leanne Erney	5	Omar Billy	4	Keith James	4	Alexander Valenzuela	4		
Sierra Hartwig	6	Elijah Findley	5	Malik Blair	4	Aliya Johansen	4	Ransy Vazquez	4		
Erica Lent	6	Mavrick Fredericks	5	Garrett Cegon	4	Trace Johnson	4	Klyo Vidal	4		
Chase Miller	6	Franklin Johnson	5	Johnathon Egan	4	Jacob Krakora	4	Leonard Westfall	4		
Luis Perez	6	Conor Markins	5	Tarek Elabasy	4	Cuong Le	4	Leonardo Zaracual	4		
Adianeza Rodriguez	6	Michael McKiernan	5	Yael Enriquez	4	Ana Machado Rodriguez	4	Dillon Zartman	4		
Adriana Rueda Pimiento	6	Beau Minnick	5	Sokol Fazliu	4	Anthony Marsella	4				
Alessandro Succurro	6	Connor O'Donnell	5	Taurean Flournoy	4	Jose Matos	4				

TOTAL PINNACLE RECRUITERS: **1215** TOTAL PINNACLE RECRUITS: **2013**



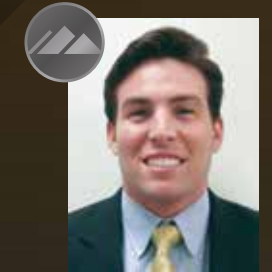
David Carpenter
Dustin Venekamp
16 Recruits
PLATINUM



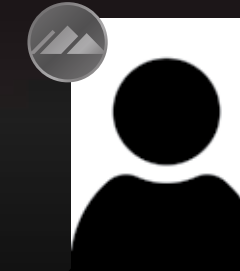
Aaron Patt
Darcy Schrieber
5 Recruits
SILVER



Delena Spencer
Simon Arias
5 Recruits
SILVER



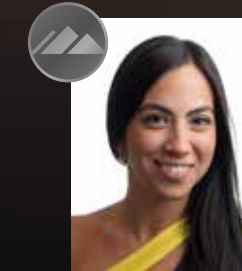
Corey Helly
Giglione-Ackerman
5 Recruits
SILVER



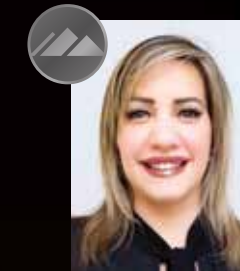
Luis Lamb
AO
5 Recruits
SILVER



Ana Machado Rodriguez
Beto Quintero
5 Recruits
SILVER



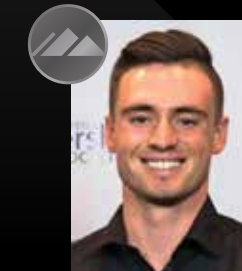
Daniela Rangel
Beto Quintero
5 Recruits
SILVER



Adianeza Rodriguez
Hemerson Gonzalez
5 Recruits
SILVER



Luciano Valero Vidal
Beto Quintero
5 Recruits
SILVER



Trace Johnson
Dustin Venekamp
5 Recruits
SILVER

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.
● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.
■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP.

RED HOT

SUMMER CONTEST

Give it away, give it away, give it away NOW! We're giving away a chance to see the **Red Hot Chili Peppers** in concert September 18 at Globe Life Field. Nine winners will receive an **expenses-paid trip** for themselves and a guest including airfare, hotel, and tickets to the show.



SGA

Category(s) Winners will be SGA with **Highest Percentage Increase** above their YTD (May-June) Monthly VIP** Average

- ✳️ Category 1-2: One winner (minimum monthly average is 12)
- ✳️ Category 3-5: One winner (minimum monthly average is 6)
- ✳️ Category 6-9: One winner (minimum monthly average is 4)
- ✳️ Category 10-13: One winner (minimum monthly average is 3)

Minimums per Category(s) do apply. Partnerships awarded two tickets.

MGA

Winners will be MGAs with **most VIPs** for the contest dates in their Category(s)

- ✳️ Category 1-2: One Winner
- ✳️ Category 3-7: One Winner
- ✳️ Category 8-13: One Winner
- ✳️ Category 14-19: One Winner
- ✳️ Rookie: One Winner

In the event of a tie, there will be a drawing to choose the winner.



A **VIP is defined as a new associate within their 2nd-4th contract month with a minimum of \$5,000 gross ALP.

Photo credits: Shutterstock.com photo used under Editorial License from Christian Bertrand (top left and bottom right). Flickr.com photo used under Creative Commons from cielodlp (bottom left).

101 The Fundamentals of Agency Building

Announcing: Last Leadership 101A of Summer 2022

Virtual Zoom Sessions
Tuesday and Wednesday, August 9th & 10th
10:30 AM–2:25 PM CST

Who should attend:

- SAs, GAs, and MGAs who aspire to leadership positions
- All 101B participants that didn't attend a 101A
- SAs and GAs who want to participate again

How to register:

If interested, refer to the email sent by Rob Gray or have your managers go to careers.globelifeinsurance.com/americanincome/leadership-academy/academy-form?courseid=101

What to expect:

Awesome speakers, including Home Office Executive Management and some of our most talented, successful sales and support people

No applications will be approved past the deadline of Wednesday, August 3rd.



I Asked Time for Time, and He Responded,

“I Don't Have Any Time.”

*Ticking away the moments that make up a dull day
Fritter and waste the hours in an offhand way
Kicking around on a piece of ground in your hometown
Waiting for someone or something to show you the way
Tired of lying in the sunshine, staying home to watch the rain
You are young and life is long, and there is time to kill today
And then one day you find ten years have got behind you
No one told you when to run, you missed the starting gun
And you run, and you run to catch up with the sun but it's sinking
Racing around to come up behind you again
The sun is the same in a relative way but you're older
Shorter of breath and one day closer to death
Every year is getting shorter, never seem to find the time
Plans that either come to naught or half a page of scribbled lines
Hanging on in quiet desperation is the English way
The time is gone, the song is over, thought I'd something more to say...*



Domenico Bertini

Division Executive Vice President
American Income Life &
National Income Life Divisions

Pink Floyd wrote that song in 1973.

I was 12 years old; now I am 61, and yes, I have something more to say. Back then, there was no social media, so we actually got out and met people, younger and older, good and bad, and we learned about life outside the house.

Time waits for no one. Life will not wait and guess what? Neither will success! Don't wait for tomorrow to do the things you can do today. Don't wait for Q3 to start Q3. Don't wait for 2023 to start the new year. The only way you can beat time is to anticipate it. Ever heard the expression "he/she's ahead of his/her time?" We seem to have a special admiration for those kinds of people. Be one of them!

Our future success hinges on what we believe we can achieve. Einstein said that imagination is more important than knowledge. No one thought in 1999 that

we could be at \$300,000,000 in sales for any given year. No one thought that we could have 10,000 agents. No one thought we could be part of a company, Globe Life, that sponsors top sports teams in the US. Well, somebody at least imagined all of that, and look at where we are today. The goals you set today are the beginning of what your future will be.

- It's time to understand we don't have time to waste.
- It's time I find or follow my purpose for this one life I have.
- It's time to separate what is important, like our future and our present, from all that stuff that only seems important.
- It's time to remind ourselves that it isn't just about us; there's a world out there that needs us as we need them.
- It's time to realize what kind of legacy we want to leave to our kids and this beautiful land.
- It's time to seriously take advantage of *Opportunity Unlimited* and pass it on.

We are constantly looking to become a better company and what I like the most, we are a company where anyone can decide to be an agent or a leader, or on the PR team a PR rep or a company director simply by choice first and hard work after.

We spend a lot of time looking at our smartphones, looking for something that will change who we are and what we are about. I believe that the world out there is conspiring to distract us from our path to success. How much time do we really spend identifying the causes of the effects in our lives? Do we ask why we are where we are and what could we do differently to get better results?

How much do we think we are in control of our life? Action, decisions, setting goals, and striving to achieve them are all activities that will help us take control and eliminate distractions. Make the best of our time!

While I am not opposed to recreation or even being absolutely lazy once in a while, I also believe we need to stop wasting so much time and start focusing on achieving our goals in a **TIMELY** manner. Everything else is commentary.

So here it is: we start today because the 2nd half of 2022 is about to touch down. No more wasting time. Between now and the end of the year, only action. Let's position the company, and ourselves for a blockbuster beginning of 2023, while we have an epic finish to 2022. **ALL IN NOW and FOREVER!** 📣

New SGAs



Elias Boles | New York

Eli joined NILICO in June of 2013 with an MBA in Business Finance from the University of Maine. He was drawn to the Company by the quality of management, training systems, and leads. "What I bring to the table is heart, passion, and my work ethic," which he says are the assets that will serve him best in his new position. He is dedicated to cultivating a diverse team by offering *Opportunity Unlimited* to all without discrimination of any kind.



Mohamed Shogar | North Carolina

Mo holds a Bachelor's degree in Business Management from Texas Tech. He worked at an upscale car dealership where he encountered clients from the insurance industry who had the financial freedom he was seeking. He joined the Josh West office of AIL in 2019, drawn to the Company and the culture. The aspect he finds most rewarding is the ability to impact and change peoples' lives on a professional as well as personal level.



Tiffany Babin-Washington | Texas

Tiffany says she was a "self-employed, struggling single momma, and full-time college student" when she was recruited in 2014. She says her greatest reward has been that she met and married her mentor, Jay Washington. She wanted to become an agency leader to be "an impactful voice for women in business." Tiffany's advice to others who aspire to lead: Be a coachable, humble student, and as you excel, bring solid people with you.



Is your *Spotlight* photo a tad **OUT OF DATE?**

Are you forever frozen in the past? Update your file photo, dudes and dudettes!

Don't:

- WEAR HATS, SHADES, OVERCOATS
- MAKE HAND GESTURES
- CHOP YOUR HEAD OFF
- CROP YOURSELF OUT OF GROUP PHOTOS
- WEAR STRAPLESS TOPS
- SUBMIT PIXELATED OR BLURRY PHOTOS
- TAKE PHOTOS IN LOW LIGHT AREAS (LIKE YOUR CAR OR A RESTAURANT)
- STAND IN FRONT OF A WINDOW OR OTHER SOURCE OF LIGHT
- EDIT THE PHOTO IN ANY WAY PRIOR TO SENDING (TRUST US — WE GOT THIS!)
- ADD PHOTO FILTERS

Do:

- WEAR PROFESSIONAL ATTIRE (DRESS SHIRT AND TIE MINIMUM FOR MEN)
- STAND IN FRONT OF A WALL OR NEUTRAL BACKGROUND
- HAVE SOMEONE ELSE TAKE THE PHOTO RATHER THAN A SELFIE
- SHOOT IN NATURAL LIGHTING
- BE IN A WELL-LIT AREA WITH THE LIGHT BEHIND THE PHOTOGRAPHER
- BE SURE YOUR CAMERA IS SET TO THE HIGHEST QUALITY/LARGEST IMAGE SIZE
- SMILE!

Don't be a throwback — keep your headshot current!



To submit a new headshot, email your photo to lcry@ailife.com.

Note: If you recently had a professional photo taken at Leadership Academy or other company meeting and you want us to use that, let us know which meeting and we'll hook you up!



AIL/NILICO'S 2022 **WORLD SERIES OF ALP** IS UNDERWAY!

CONTEST PERIOD: Advance cut-offs May 18/19 – Aug 10/11, 2022 (13 Weeks)

MGA CONTEST DETAILS

MGA Rookies: 2 winners

MGAs: 16 winners

Two from each Category: 1, 2, 3

One from each Category: 4, 5, 6, 7, 8, 9, 10, 11-12, 13-15, 16-19

Each of the 13 weeks of the contest period, the Top 5 leaders on the Weekly Rankings will receive points. MGA Rookies are ranked on their F6 Factor. MGAs are ranked on their Performance Factor. The top ranked leader in each category gets 5 points, rank 2 gets 4 points, etc. These points will be accumulated over all 13 weeks.

In the event of a tie, the Total Net ALP from New Associates during the contest period will be tabulated, based on the hierarchy at the time of coding.

RGA CONTEST DETAILS

RGAs: 16 winners

Two from each Category: 1, 2, 3, 4

One from each Category: 5, 6, 7, 8, 9, 10-11, 12-13, 14-16

Each of the 13 weeks of the contest period, the Top 5 leaders on the Weekly Rankings will receive points. RGAs will be ranked on their Performance Factor. The top ranked leader in each category gets 5 points, rank 2 gets 4 points, etc. These points will be accumulated over all 13 weeks.

In the event of a tie, the Total Net ALP from New Associates during the contest period will be tabulated, based on the hierarchy at the time of coding.

// TOTAL OF **34 WINNERS**



CONTEST WINNERS will be flown into DFW to attend a Rangers Game in September 2022 in the Corporate Suite at the new Globe Life Field with David Zophin, Steve Greer, and Domenico Bertini.

VIBRA LATINA

Enfocados en la Segunda Mitad del Año

EQUIPO, espero que todos la estén pasando muy bien y listos para los desafíos de la segunda mitad del año que tenemos por delante. Los cimientos y la energía que pondremos en los

primeros dos trimestres serán el impulso que usaremos para terminar el año con fuerza, manteniéndonos enfocados y sin olvidar nunca cuáles eran nuestras metas a principios de 2022.

Ahora entramos en modo de finalización pero, al mismo tiempo, debemos obtener excelentes resultados que nos impulsarán hacia 2023. El resto de este año debemos trabajar duro, ayudar a tantas familias como sea posible y aumentar el tamaño de nuestras agencias. Debemos enfocarnos en cómo cada uno de nosotros podemos ser más productivos, cómo la empresa puede mantenerse productiva y cómo influiremos en más vidas, ya sea reclutando para AIL/NILICO o brindando planes de protección para ayudar a nuestros clientes. Esta segunda mitad del año tiene que ser personal, necesitamos sentir ese fuego por dentro y rendir al más alto nivel jamás imaginado. Piensen en la satisfacción de dar a nuestras familias lo mejor.

Ahora es cuando nos aseguramos de que las metas trazadas al final del 2021 se puedan cumplir y que su honor, su compromiso y el valor de su palabra se demuestren en cada esfuerzo dado en el 2022. Alcanzar estas metas debe ser una obligación personal.

AIL y NILICO están preparados para finalizar el 2022 con broche de oro, y nuestras agencias necesitan estar a la altura del desafío de sumar esfuerzos para hacer crecer nuestra compañía. Nuestro ADN es diferente; en AIL&NILICO nos trazamos metas más altas; nos desempeñamos en niveles más altos y cultivamos agentes que nos ayudan a ser una mejor compañía cada día. ¡Hagamos de esta segunda mitad del año algo personal! 🙌

Diego R Arango
Director de Ventas/
Sales Director



Focused on the Second Half of the Year

GANG, I hope everyone is having a great time and up for the second-half challenges that we have facing us. The foundations and energy placed into the first two quarters are going to be the momentum we will use to finish the year strong, staying focused and never forgetting what our goals were at the beginning of 2022.

Now we go into finishing mode but at the same time, we need to strive for great results that will ramp us into 2023. For the rest of this year, we need to work hard, help as many families as possible and grow the size of our agencies. We must focus on how each of us can be more productive, how the company can stay productive, and how we will influence more lives by either recruiting to AIL/NILICO or by providing protection

plans to help our customers. This second half of the year has to be personal. We need to feel that fire inside and perform at the highest levels ever imagined. Think of the satisfaction of being able to provide our families with the very best.

Now is when we ensure that the goals drawn at the end of 2021 can be delivered and that your honor, your commitment, and the value of your word are demonstrated in every effort given in 2022. Achieving these goals must be a personal obligation.

AIL and NILICO are geared up for the end of 2022, and our agencies need to be up to the challenge of adding to the efforts to grow our company. Our DNA is different; we set our goals higher, we perform at higher levels, and we cultivate agents who help us become a better company each day. Let's make this second half of the year something personal. 🙌



VETERAN PRODUCER



1
NANCY DJENDJI
HOUSTON, TX

SA



1
DIANA NAVARRO
HOUSTON, TX

VETERAN MGA



1
WALTER ICAZA
MIAMI, FL

ROOKIE PRODUCER



1
ILDEMARO RUIZ
HOUSTON, TX

GA



1
ALDO RAMIREZ MARINELLI
MIAMI, FL

ROOKIE MGA



1
LUIS VELASQUEZ
HOUSTON, TX

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: MAY

Rank		Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$32,581		92.4	Noris Dominguez Ramirez	Jesus Romero
2	Omaira Garces Ramonez	\$15,070		92.4	Maria Bonilla Borrego	Beto Quintero
3	Yelitza Dominguez	\$14,849		76.8	Noris Dominguez Ramirez	Jesus Romero
4	Leonardo Alsina	\$11,137		91.7	Leonardo Alsina	Beto Quintero
5	Jean Romero Capote	\$10,853		86.8	Jean Romero Capote	Jesus Romero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: MAY

Rank		Net ALP	NTG	RET	MGA	SGA
1	Ildemaro Ruiz	\$57,257	100		Rafael Medina	Jesus Romero
2	Monica De Nobrega	\$28,226	99		Stephanie Prince Leon	Pappas-Romero
3	Yhonder Morales Moreno	\$22,487	100		Yelineth Godoy Latuff	Fort Worth Latino Division
4	Jose Marin Quintero	\$17,576	100		Jean Romero Capote	Jesus Romero
5	Epifania Segovia Barreto	\$16,751		75.7	Jean Romero Capote	Jesus Romero

TOP LATINO MARKET SUPERVISING AGENTS: MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Diana Navarro	\$15,480	\$17,435	94		Luis Velasquez	Jesus Romero
2	Vilmer Rea Guedez	\$12,550	\$15,563	100		Carmen Pena Guedez	Jesus Romero
3	Jenny Curiel	\$11,951	\$16,013		83.6	Jhanna Valerio Vivas	Beto Quintero
4	Wilmer Guillen	\$10,563	\$10,563	100		Maria Elisa Moros Ojeda	Jesus Romero
5	Jason Ibarra	\$10,323	\$13,985	100		Sergio Carta	Beto Quintero

TOP LATINO MARKET GENERAL AGENTS: MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Aldo Ramirez Marinelli	\$26,626	\$44,225	95		Hector Luque	Beto Quintero
2	Danyely Ramirez Godoy	\$24,179	\$29,362		89.3	Yelineth Godoy Latuff	Fort Worth Latino Division
3	Lubraska Iguaro	\$24,094	\$30,862		78.8	Luis Velasquez	Jesus Romero
4	Mayra Gutierrez Rodriguez	\$19,748	\$28,737	92		Diego Alvarez	Hemerson Gonzalez
5	Havis Alvarado	\$18,634	\$103,658		76.8	Astrid Castrillon	Hemerson Gonzalez

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: MAY

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	68.6%	\$54,363	\$32,250		81.3	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: MAY

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Luis Velasquez	131.4%	\$42,373	\$32,250		80.9	Jesus Romero
2	Yelineth Godoy Latuff	110.7%	\$35,687	\$32,250		76.9	Fort Worth Latino Division
3	Noris Dominguez Ramirez	109.3%	\$35,248	\$32,250	99		Jesus Romero

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$170,854		92.4	Noris Dominguez Ramirez	Jesus Romero
2	Yelitza Dominguez	\$118,112		76.8	Noris Dominguez Ramirez	Jesus Romero
3	Dana Martin Gonzalez	\$53,945		88.6	Hector Luque	Beto Quintero
4	Omaira Garces Ramonez	\$53,602		92.4	Maria Bonilla Borrego	Beto Quintero
5	Leonardo Alsina	\$50,778		91.7	Leonardo Alsina	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Epifania Segovia Barreto	\$92,534		75.7	Jean Romero Capote	Jesus Romero
2	Rosa Colmenares Borrego	\$88,102	100		Noris Dominguez Ramirez	Jesus Romero
3	Yoel Chacin Gonzalez	\$73,242	100		Noris Dominguez Ramirez	Jesus Romero
4	Ildemaro Ruiz	\$57,257	100		Rafael Medina	Jesus Romero
5	Kevin Valentin Ross	\$54,905		87.5	Astrid Castrillon	Hemerson Gonzalez

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Pedro Colls Nunez	\$88,084	\$99,983	99		Edgar Velasquez Romero	Richardson Latino Division
2	Nancy Djendji	\$70,189	\$349,761	98		Noris Dominguez Ramirez	Jesus Romero
3	Ana Machado Rodriguez	\$50,544	\$89,580	95		Hector Luque	Beto Quintero
4	Diana Navarro	\$42,652	\$62,365	94		Luis Velasquez	Jesus Romero
5	Kevin Valentin Ross	\$41,904	\$162,159		89.1	Astrid Castrillon	Hemerson Gonzalez

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Rosmary Gomez Castillo	\$165,420	\$198,846	99		Edgar Velasquez Romero	Richardson Latino Division
2	Havis Alvarado	\$159,957	\$412,791	91		Astrid Castrillon	Hemerson Gonzalez
3	Estephanie Montecillo	\$93,384	\$167,933	96		Astrid Castrillon	Hemerson Gonzalez
4	Aldo Ramirez Marinelli	\$81,146	\$182,522	95		Hector Luque	Beto Quintero
5	Yelitza Dominguez	\$74,943	\$565,155	98		Noris Dominguez Ramirez	Jesus Romero

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	80.9%	\$291,728	\$161,250		81.3	Beto Quintero
2	Sergio Carta	30.9%	\$255,541	\$195,209		81.7	Beto Quintero

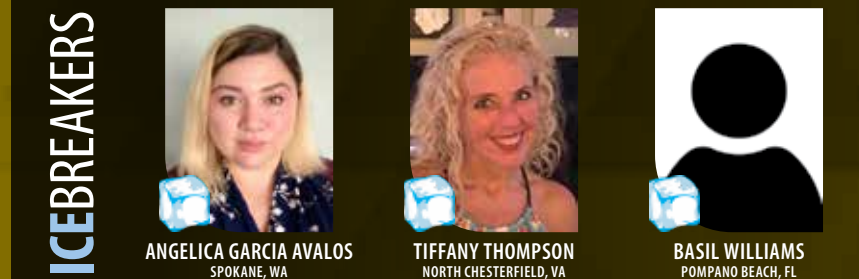
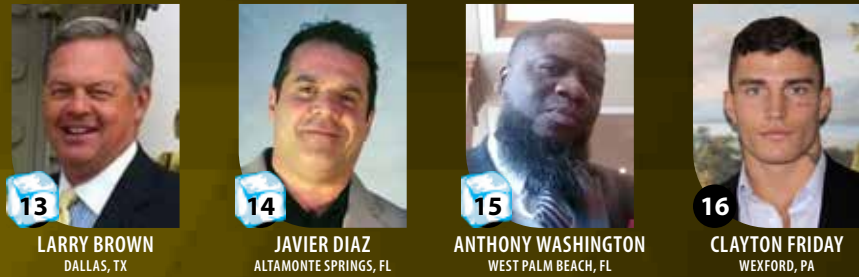
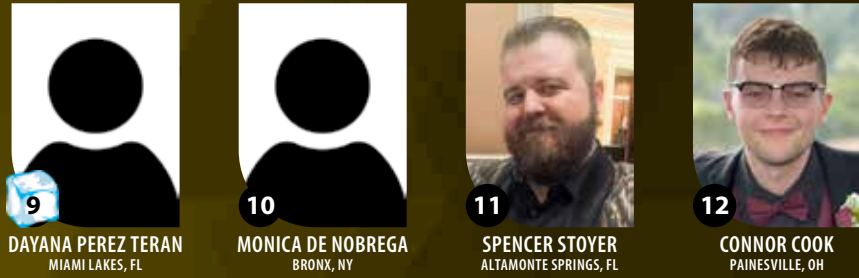
TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Edgar Velasquez Romero	292.2%	\$471,151	\$161,250	98		Richardson Latino Division
2	Nafic Djendji Abdel Khalek	139.1%	\$224,282	\$161,250		75.4	Jesus Romero
3	Luis Velasquez	110.5%	\$178,177	\$161,250		80.9	Jesus Romero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Nafic Djendji Abdel Khalek	106.6%	\$734,286	\$355,352		75.4	Jesus Romero
2	Sergio Carta	29.1%	\$753,323	\$583,435		80.7	Beto Quintero
3	Astrid Castrillon	20.8%	\$1,007,045	\$833,368		74.1	Hemerson Gonzalez

ROOKIE PRODUCERS



ICEBREAKERS

ANGELICA GARCIA AVALOS
SPOKANE, WA

TIFFANY THOMPSON
NORTH CHESTERFIELD, VA

BASIL WILLIAMS
POMPAHO BEACH, FL

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

MAY

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Firat Ucar	\$75,566	89	Bledar Bane	Dustin Venekamp	
2	Ildemaro Ruiz	\$57,257	100	Rafael Medina	Jesus Romero	
3	Marshall Fernandez	\$56,218		89.1	Alon Barnur	AO
4	Kaelan Muscara	\$53,821	93	Darrell Asbell	AO	
5	Franko Bilbili	\$42,803	96	Arif Hajro	AO	
6	Justin Neal	\$37,208	97	Eno Iftiu	AO	
7	Kelly Jones	\$30,744	100	Moriah Chandler	Henderson-Locker	
8	Brooklyn Brooks	\$29,310		74.8	Vivian Trinh	AO
9	Dayana Perez Teran	\$28,420	100	Dairon Arbona Fonseca	Adel Al Choufi Naim	
10	Monica De Nobrega	\$28,226	99	Stephanie Prince Leon	Pappas-Romero	
11	Spencer Stoyer	\$27,052	95	Moriah Chandler	Henderson-Locker	
12	Connor Cook	\$26,419	95	Kevin Gillum	AO	
13	Larry Brown	\$26,279	100	Juan Olvera	Stephen Jubrey	
14	Javier Diaz	\$25,395	98	Moriah Chandler	Henderson-Locker	
15	Anthony Washington	\$22,938	100		Williams-Akinade	
16	Clayton Friday	\$22,730		82.3	Mark Bernsdorff	Simon Arias
17	Donald Lewis	\$22,642		78.0	Duane Shaw	Sabrina Lloyd
18	Rachel Mills-Walker	\$22,612	89	Ashlynn Orng	AO	
19	Yhonder Morales Moreno	\$22,487	100	Yelineth Godoy Latuff	Fort Worth Latino Division	
20	Patrice Charles	\$21,189	100	John Catalano	Simon Arias	
21	Fatima Mashriqi	\$20,762		84.5	Caren Deanda	Mathew Hart
22	Matthew Wilson	\$20,330	96	Bobby Park	AO	
23	Gage Harrington	\$19,919		85.6	Mark Neilson	AO
24	Melody Han	\$19,404	82	Reynolds Akuamo	Theodore Pappas	
25	Brandon Bennett	\$19,204	95	Joseph Crivelli	Simon Arias	
26	Angelica Garcia Avalos	\$18,936	97	Brandon Minor	AO	
27	Daniel Rock	\$18,875	90	David Carpenter	Dustin Venekamp	
28	Samantha Dorrough	\$18,842	100	Eno Iftiu	AO	
29	Courtney McDonald	\$18,718	100	James Fangmann	Albert Serur	
30	Elijah Burdette	\$18,152		90.8	Darrell Asbell	AO
31	Gavin Gambhir	\$18,151		77.1	Jesse Doherty	AO
32	Jose Marin Quintero	\$17,576	100	Jean Romero Capote	Jesus Romero	
33	Marisa Brockway	\$17,306	100	Zackarea Hakim	AO	
34	Tiffany Thompson	\$17,242	100	Chalisa Holmes	Andre McCallum	
35	Epifania Segovia Barreto	\$16,751		75.7	Jean Romero Capote	Jesus Romero
36	Stephanie DesForges	\$16,155	97	Kingsley Hansen	Denis-Michael Catalano	
37	Basil Williams	\$15,938	100	Tomarus Burks	Tom Williams	
38	Sanad Altal	\$15,876	92	Tanner Duy	AO	
39	Samuel Morrison	\$15,628	98	Michael Botond	AO	
40	Cassidy Griffin	\$15,542		83.0	Veronica Coval	Laura Fisher
41	Porsha Portis	\$15,446	100	Morgan Tranquist	Andre McCallum	
42	Milton Sanders	\$15,441		74.5	Steven Dell	Simon Arias
43	Georgia Boquel	\$15,150	100	Colin Kowet	Ryan Bisanz	
44	Alaska Jimenez	\$14,780	97		Myaa Fallon	
45	Alex Jankowski	\$14,746	94	Jonathan Rindt	Simon Arias	
46	Kevin Valentin Ross	\$14,678		87.5	Astrid Castrillon	Hemerson Gonzalez
47	Wimbert Villalobos	\$14,630	100	Noris Dominguez Ramirez	Jesus Romero	
48	Rhonda Taylor	\$14,595	98	Clayton Slaughter	Michael Vasu	
49	Phillip Zollos	\$14,502	94	Ian Zollos	S-S-Parks-Salvaggi	
50	Jeffrey Watson	\$14,476	97		Mark Beckford	

IPCC = 2022 Top Producer Council Member

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Marshall Fernandez	\$331,815		89.1	Alon Barnur	AO
*2	Firat Ucar	\$242,298	89	Bledar Bane	Dustin Venekamp	
*3	Spencer Stoyer	\$199,605	95	Moriah Chandler	Henderson-Locker	
*4	Kevin Musai	\$189,942		91.3	Eno Iftiu	AO
*5	Justin Neal	\$180,082	97	Eno Iftiu	AO	
*6	Brandon Bennett	\$152,023	95	Joseph Crivelli	Simon Arias	
*7	Alex Jankowski	\$140,790	94	Jonathan Rindt	Simon Arias	
*8	Kaelan Muscara	\$132,192	93	Darrell Asbell	AO	
*9	Mathew Kahwaji	\$127,337		87.7	Eno Iftiu	AO
*10	Abraham Mogilevsky	\$125,429	87	Tami Chaimov	Jamison Weatherspoon	
11	Nathan Labranche	\$116,193	99	Mark Dushaj	AO	
12	Braydon Cameron	\$115,089	91	Ryan Shazier	Simon Arias	
13	Noor Musleh	\$112,073	93	Matthew Conrad	S-S-Parks-Salvaggi	
14	Michael Lewo	\$111,823	92	Moriah Chandler	Henderson-Locker	
15	Sasha Oakes	\$96,719	96	John Vacca	Tommy Vena	
16	Colby Fox	\$95,678	94	Moriah Chandler	Henderson-Locker	
17	Michael Maloney	\$95,406		83.3	Jonathan Rindt	Simon Arias
18	Jordan Brown	\$94,996	87	Moriah Chandler	Henderson-Locker	
19	Ahmad Aqel	\$94,246		82.0	Ervin Metaj	Dustin Venekamp
20	Epifania Segovia Barreto	\$92,534		75.7	Jean Romero Capote	Jesus Romero
21	Shane Havel	\$90,904	96	Arif Hajro	AO	
22	Shiva Latify	\$89,125	94	Ashley Rust	AO	
23	Rosa Colmenares Borrego	\$88,102	100	Noris Dominguez Ramirez	Jesus Romero	
24	Emily Rogers	\$86,175		93.7	Eno Iftiu	AO
25	Franko Bilbili	\$85,808	96	Arif Hajro	AO	
26	Dalton Cassavoy	\$85,663		92.5	Mark Dushaj	AO
27	Hala Herballi	\$84,650	96	Veronica Coval	Laura Fisher	
28	Connor Cook	\$83,384	95	Kevin Gillum	AO	
29	Christopher Rives	\$82,269		100.0	Anthony Mazurkewicz	Giddens-Giddens
30	Clayton Friday	\$80,238		82.3	Mark Bernsdorff	Simon Arias
31	Christopher Braun	\$79,221		100.0	Jillian Getz	AO
32	Andi Iftiu	\$79,177		88.4	Eno Iftiu	AO
33	Gage Harrington	\$76,848		85.6	Mark Neilson	AO
34	Rachael Frankino	\$75,260	86	Mark Reilly	AO	
35	Evan Pinkerton	\$75,128	94	Ryan Shazier	Simon Arias	
36	Yoel Chacin Gonzalez	\$73,242	100	Noris Dominguez Ramirez	Jesus Romero	
37	Patrice Charles	\$73,213	100	John Catalano	Simon Arias	
38	Samuel Morrison	\$73,186	98	Michael Botond	AO	
39	Byron Patterson	\$73,085	91	Spencer Kozej	Simon Arias	
40	Panaris Bregu	\$72,563	94	Eno Iftiu	AO	
41	Robert Burns	\$71,995		82.3	Daniel Prinzo	S-S-Parks-Salvaggi
42	Waundlyan Pete	\$69,065		85.7	Katie Stahulak	Sabrina Lloyd
43	Mario Borino	\$67,857	86	Jonathan Rindt	Simon Arias	
44	Daoud Naser	\$66,840		83.4	Matthew Conrad	S-S-Parks-Salvaggi
45	Nicholas Beyer	\$66,821	97	Zach Otto	Sabrina Lloyd	
46	Donald Lewis	\$66,294		78.0	Duane Shaw	Sabrina Lloyd
47	Ryan Cummings	\$65,180		100.0	Ashley Rust	AO
48	Cameron Labrie	\$64,752	89	Brent Henderson	Simon Arias	
49	Charles Nacovsky	\$64,554	96	Francesca Veltri	Gigliione-Ackerman	
50	Asiguy Haugabook	\$64,006	93	Asiguy Haugabook	AO	



1
JOSHUA DISHONG
COLUMBUS, OH



2
CARMEN ARROYO
FLUSHING, NY



3
DUNI OLUSEGUN
INDIANAPOLIS, IN



4
OLEG NOVITCHII
BRUNSWICK, OH



5
KRISTI BASHO
RANCHO SANTA MARGARITA, CA



6
LILY SAKAI
LOS ANGELES, CA



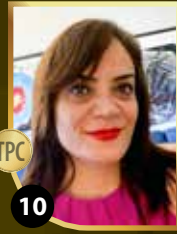
7
ROGER FUNG
TRACY, CA



8
DAMON STROUP
TRACY, CA



9
MATTHEW ZANG
ST PAUL, MN



10
LADAN RAHBARY
VANCOUVER, BC



11
NANCY DJENDJI
HOUSTON, TX



12
SALAU KHORRAMI
KIRKLAND, WA



13
DILLON ZARTMAN
COLUMBUS, OH



14
MORGAN TRANQUIST
NORTH CHESTERFIELD, VA



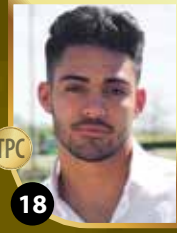
15
DIANKA BLASH
PORTLAND, OR



16
RACHAEL GLAMP
LYNNWOOD, WA



17
STEFFANIE SAINATO
SURPRISE, AZ



18
ARTURO ROMERO
ST LOUIS, MO



19
BRYAN JUSKIW
COLUMBUS, OH



20
IAN PICKETT
VANCOUVER, BC

MAY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Joshua Dishong	\$107,780	82.4	Joshua Dishong	S-S-Bendure-Hartwig
2	Carmen Arroyo	\$68,478	83.1	Carmen Arroyo	Theodore Pappas
3	Duni Olusegun	\$59,923	89.4	Duni Olusegun	Phillip Waisman
4	Oleg Novitchii	\$58,650	82.4	Eric Thompson	S-S-Parks-Salvaggi
5	Kristi Basho	\$52,847	88.2	Arif Hajro	AO
6	Lily Sakai	\$37,582	93.8		Cohen-Velasquez
7	Roger Fung	\$36,465	85.0		Mathew Hart
8	Damon Stroup	\$34,281	84.8	Caren Deanda	Mathew Hart
9	Matthew Zang	\$33,930	77.5	Ryan Stenglein	AO
10	Ladan Rahbary	\$33,645	92.0	Bruce Viaje	AO
11	Nancy Djendji	\$32,581	92.4	Noris Dominguez Ramirez	Jesus Romero
12	Salaur Khorrami	\$31,863	91.5	Zackarea Hakim	AO
13	Dillon Zartman	\$30,959	84.0	Nicholas Chuma	S-S-Bendure-Hartwig
14	Morgan Tranquist	\$29,008	86.4	Morgan Tranquist	Andre McCallum
15	Dianka Blash	\$28,032	91.8	Chris La Fond	AO
16	Rachael Glamp	\$27,521	79.5		AO
17	Steffanie Sainato	\$26,748	97.0	Bobby Park	AO
18	Arturo Romero	\$26,619	82.6	Arturo Romero	S-S-Parks-Salvaggi
19	Bryan Juskiw	\$26,369	90.6	Bryan Juskiw	S-S-Bendure-Hartwig
20	Ian Pickett	\$25,716	80.0	Bobby Gujral	AO
21	Max Quasem	\$25,669	93.5		Cohen-Velasquez
22	Jeanneliza Solis	\$25,498	83.2	Dustin Dunbar	Dustin Venekamp
23	Kiana Gorden	\$24,876	84.0	Morgan Tranquist	Andre McCallum
24	Viktorious Dugan	\$23,299	88.7	Mark Neilson	AO
25	Aref Sayegh	\$23,288	88.4		Satti-Kanaan
26	Anaka Moss	\$23,279	75.7	Mark Neilson	AO
27	Scott Whitford	\$23,247	85.7	Saury Espailat	Ryan Bisanz
28	Alex Miller	\$23,111	79.0		Cohen-Velasquez
29	Darez Meriwether	\$22,445	75.5		AO
30	Gunnar Jorstad	\$22,117	74.4	Joshua Olin	AO
31	Sarah Saleim	\$20,983	93.6	Dustin Dunbar	Dustin Venekamp
32	Michelle Scourtos	\$20,867	83.2	Iv Menache	Albert Serur
33	Jillian Getz	\$20,816	86.1		AO
34	Roger Fredericks	\$20,648	89.9	Adrienne Bragas	AO
35	Jose Cuellar	\$20,624	80.7		Cindy Furer
36	Richard Tabanji	\$20,587	85.7	Sean Shephard	S-S-Parks-Salvaggi
37	Joey Kennedy	\$20,522	79.1	Bobby Hamilton	AO
38	Vivian Trinh	\$20,382	85.1		AO
39	Roberto Samano Diaz	\$20,225	90.0	Jacqueline Kabluyen	AO
40	Joachim Jean	\$19,904	95.3	Ryan Hall	Laura Fisher
41	Lamine Diakhate	\$19,627	86.2		Satti-Kanaan
42	Vanessa Rodriguez	\$18,987	82.1	Reynolds Akuamoaa	Theodore Pappas
43	Daniel Paravisini	\$18,617	91.6	Daniel Li	AO
44	Muhammed Ashraf	\$18,534	88.6	Sabrina Ashraf	Theodore Pappas
45	Tina Nelson	\$18,411	88.1		Mark Beckford
46	Alexandra Longo	\$18,240	91.2	Alexandra Longo	Hart-Lewicki
47	Crystal Vairetta	\$18,172	86.7	Crystal Vairetta	West-Shogar-Moody
48	Razan Zarba	\$17,563	83.2	Romal Omid	Mathew Hart
49	Joshua Elkins	\$17,380	90.8	Travis Picklesimer	S-S-Bendure-Hartwig
50	Truman Falkner	\$17,332	93.1	Jonathan Phillips	Blake Ralston

ALL TIME RECORD: \$205,781 Net ALP — JOE TOMANOVICH

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$496,598	82.4	Joshua Dishong	S-S-Bendure-Hartwig
*2	Oleg Novitchii	\$356,543	82.4	Eric Thompson	S-S-Parks-Salvaggi
*3	Duni Olusegun	\$348,486	89.4	Duni Olusegun	Phillip Waisman
*4	Carmen Arroyo	\$258,216	83.1	Carmen Arroyo	Theodore Pappas
*5	Roger Fung	\$239,535	85.0		Mathew Hart
*6	Dina Boghdady	\$206,665	82.3	Luay Ghawi	AO
*7	Nikolla Lulgjuraj	\$198,698	90.6	Mark Dushaj	AO
*8	Todd Krupa	\$192,127	93.0	Jessica Chang	AO
*9	Arturo Romero	\$184,725	82.6	Arturo Romero	S-S-Parks-Salvaggi
*10	Kristi Basho	\$182,934	88.2	Arif Hajro	AO
11	Rebecca Amundson	\$174,398	89.3	Dustin Hess	Simon Arias
12	Salaur Khorrami	\$173,040	91.5	Zackarea Hakim	AO
13	Nancy Djendji	\$170,854	92.4	Noris Dominguez Ramirez	Jesus Romero
14	Scott Whitford	\$168,998	85.7	Saury Espailat	Ryan Bisanz
15	Michael van Delft	\$168,785	85.7		Satti-Kanaan
16	Lily Sakai	\$163,921	93.8		Cohen-Velasquez
17	Damon Stroup	\$154,027	84.8	Caren Deanda	Mathew Hart
18	Trevor Bailey	\$149,945	92.9	Scott Wheeler	Satti-Kanaan
19	Roger Fredericks	\$148,464	89.9	Adrienne Bragas	AO
20	Christina Salvatore	\$147,453	78.5	Arif Hajro	AO
21	Ian Pickett	\$145,664	80.0	Bobby Gujral	AO
22	Joey Kennedy	\$145,292	79.1	Bobby Hamilton	AO
23	Dillon Zartman	\$143,919	84.0	Nicholas Chuma	S-S-Bendure-Hartwig
24	Spencer Kozej	\$143,528	75.1	Spencer Kozej	Simon Arias
25	Daniel Paravisini	\$143,352	91.6	Daniel Li	AO
26	Aref Sayegh	\$143,102	88.4		Satti-Kanaan
27	Edward Leon	\$135,245	88.4	Edward Leon	AO
28	Christian Gojcaj	\$132,909	89.6	Mark Dushaj	AO
29	Joshua Elkins	\$132,289	90.8	Travis Picklesimer	S-S-Bendure-Hartwig
30	Ladan Rahbary	\$130,606	92.0	Bruce Viaje	AO
31	Brandon Neal	\$128,681	89.2	Mark Dushaj	AO
32	Tyler McKnight	\$125,570	88.6	Mark Neilson	AO
33	Muhammed Ashraf	\$125,272	88.6	Sabrina Ashraf	Theodore Pappas
34	Alessandro Succurro	\$122,707	90.6	Mark Dushaj	AO
35	Dianka Blash	\$122,412	91.8	Chris La Fond	AO
36	Elvis Tinaj	\$121,803	81.7	Mark Dushaj	AO
37	Alexandra Longo	\$121,349	91.2	Alexandra Longo	Hart-Lewicki
38	Blair Sheppard	\$120,548	76.5	Brandon Summerton	AO
39	Bryan Juskiw	\$120,157	90.6	Bryan Juskiw	S-S-Bendure-Hartwig
40	Max Quasem	\$118,887	93.5		Cohen-Velasquez
41	Yelitza Dominguez	\$118,112	76.8	Noris Dominguez Ramirez	Jesus Romero
42	Samuel Marzula	\$115,985	93.4	Joseph Crivelli	Simon Arias
43	Derrick Mason	\$114,219	79.4	Derrick Mason	Chad Deley
44	Irma Gallardo	\$113,317	84.8	Steven Warner	AO
45	Felicia Steele	\$110,845	100.0		AO
46	Bryan Stoddard	\$109,260	84.2		Josh West
47	VaShawn Nelson	\$108,721	85.0		Mark Beckford
48	David Rigney	\$105,207	81.5	David Rigney	Kevin Holtz
49	Jose Cuellar	\$104,238	80.7		Cindy Furer
50	Joachim Jean	\$103,937	95.3	Ryan Hall	Laura Fisher

ALL TIME RECORD: \$911,722 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$4,296,875 Net ALP — JOSHUA DISHONG 05/31/22


1
ADRIAN PEREZ GONZALEZ
MIAMI LAKES, FL


2
CHAYSON WILLIAMS
UPLAND, CA


3
DAOUD NASER
BRUNSWICK, OH


4
SCOTT URBANOWICZ
ALTIMONTE SPRINGS, FL


5
PARVEEN LAKHANI
SCHAUMBURG, IL


6
GARRON MOFFETT
INDIANAPOLIS, IN


7
HECTOR CRUZ
ALTIMONTE SPRINGS, FL


8
KIANA GORDEN
NORTH CHESTERFIELD, VA


9
MICHAEL CONNER
ST LOUIS, MO


10
DAMARIS TREJO
SCHAUMBURG, IL

MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Adrian Perez Gonzalez	\$72,464	\$72,464	98		Dairon Arbona Fonseca	Adel Al Choufi Naim
2	Chayson Williams	\$47,663	\$51,851		87.6	Darrell Asbell	AO
3	Daoud Naser	\$29,794	\$25,409	93		Matthew Conrad	S-S-Parks-Salvaggi
4	Scott Urbanowicz	\$29,312	\$49,820	94		Moriah Chandler	Henderson-Locker
5	Parveen Lakhani	\$27,092	\$32,624	99		Aaron Piotrowski	Sabrina Lloyd
6	Garron Moffett	\$26,483	\$31,083	100		Alec Seibold	Josh West
7	Hector Cruz	\$25,954	\$28,251		81.2	Nixandra Caraballo	Henderson-Locker
8	Kiana Gorden	\$25,794	\$50,670	90		Morgan Tranquist	Andre McCallum
9	Michael Conner	\$25,464	\$35,251	91		Mark Dushaj	AO
10	Damaris Trejo	\$25,164	\$52,402	94		Zach Otto	Sabrina Lloyd
11	Michael Lewo	\$23,171	\$41,482	98		Moriah Chandler	Henderson-Locker
12	Alex Jankowski	\$21,823	\$41,380	93		Jonathan Rindt	Simon Arias
13	Mariana Morales	\$20,455	\$28,014	96		Zach Otto	Sabrina Lloyd
14	Cameron Henson	\$20,000	\$25,416	89		Alec Seibold	Josh West
15	Michele Stewart	\$18,409	\$19,823		90.8	Eno Iftiu	AO
16	Randy Tucker	\$17,736	\$23,984	97		Eno Iftiu	AO
17	Ryan Schreiber	\$17,655	\$24,842	91		William Thomas	S-S-Parks-Salvaggi
18	Jacoby Barry	\$17,566	\$33,360		83.3	Matthew Sutton	Giddens-Giddens
19	Gary Louis-Charles	\$17,277	\$20,040	96		Tomarus Burks	Tom Williams
20	Shantasia McCain	\$17,242	\$18,905	92		Chalisa Holmes	Andre McCallum


ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE


YTD


Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Dalton Cassavoy	\$215,234	\$267,155	98		Mark Dushaj	AO
*2	Damaris Trejo	\$199,588	\$280,369	94		Zach Otto	Sabrina Lloyd
*3	Adrian Perez Gonzalez	\$137,856	\$140,908	98		Dairon Arbona Fonseca	Adel Al Choufi Naim
*4	Chayson Williams	\$132,209	\$142,251		87.6	Darrell Asbell	AO
*5	Scott Urbanowicz	\$132,166	\$232,027	94		Moriah Chandler	Henderson-Locker
6	Daoud Naser	\$99,170	\$244,230	93		Matthew Conrad	S-S-Parks-Salvaggi
7	Mariana Morales	\$98,033	\$143,836	96		Zach Otto	Sabrina Lloyd
8	Alex Jankowski	\$97,621	\$243,588	93		Jonathan Rindt	Simon Arias
9	Randy Tucker	\$95,043	\$236,514	97		Eno Iftiu	AO
10	Aimee Olson	\$93,147	\$121,645	96		Daniel Zotter	Brett Gryska
11	Melissa Grieb	\$90,923	\$163,615	96		Eno Iftiu	AO
12	Michael Conner	\$89,945	\$139,330	91		Mark Dushaj	AO
13	Pedro Colls Nunez	\$88,084	\$99,983	99		Edgar Velasquez Romero	Richardson Latino Division
14	Erald Tomorri	\$86,547	\$178,275	90		Arif Hajro	AO
15	Robert Burns	\$86,512	\$158,507	92		Daniel Prinzo	S-S-Parks-Salvaggi
16	Dulce Paz	\$83,236	\$143,475		77.2	Katie Stahulak	Sabrina Lloyd
17	Ryan Schreiber	\$81,883	\$121,270	91		William Thomas	S-S-Parks-Salvaggi
18	Andrew Jeans	\$78,543	\$117,597		80.0	Adam Wheeler	Satti-Kanaan
19	Lyndee Peters-Hakim	\$76,482	\$79,446	97		Jessica Chang	AO
20	Kiana Gorden	\$73,162	\$111,325	90		Morgan Tranquist	Andre McCallum


ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER


GENERAL AGENTS



1
OMAR AL CHOUFI CUMARIN
MIAMI LAKES, FL

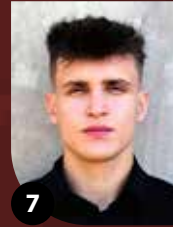

2
RODNEY WILLIAMS
RANCHO CUCAMONGA, CA



3
DANNY SOURY
SCHAUMBURG, IL



4
JOZEF TINAJ
UTICA, MI



5
DAVID FERRIOLO
NEW YORK, NY


6
ELIO MERTIRI
PHILADELPHIA, PA


7
DMITRY PENDRO
WEXFORD, PA


8
ALYSSA KINGSLEY
COLUMBIA, SC


9
NATHANIEL MAGDA
WAKEMAN, OH


10
TAREK ELABASY
FLUSHING, NY

MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Omar Al Choufi Cumarin	\$72,464	\$77,845	97		Dairon Arbona Fonseca	Adel Al Choufi Naim
2	Rodney Williams	\$57,044	\$67,462		81.4	Darrell Asbell	AO
3	Danny Soury	\$47,028	\$96,091		83.5	Zach Otto	Sabrina Lloyd
4	Jozef Tinaj	\$45,915	\$90,847		85.9	Mark Dushaj	AO
5	David Ferriolo	\$43,672	\$51,266		78.7	John Catalano	Simon Arias
6	Elio Mertiri	\$43,088	\$59,446	96		Arif Hajro	AO
7	Dmitry Pendro	\$40,142	\$49,344	96		Joseph Crivelli	Simon Arias
8	Alyssa Kingsley	\$39,048	\$44,330	94		Mark Beckford	
9	Nathaniel Magda	\$38,187	\$49,195	96		Kevin Gillum	AO
10	Tarek Elabasy	\$38,177	\$45,279	93		Reynolds Akuamoa	Theodore Pappas
11	Miguel Diego Esquivel	\$37,269	\$49,926		87.1	Aaron Piotrowski	Sabrina Lloyd
12	Giorgi Gogidze	\$35,471	\$52,905		78.0	James Fangmann	Albert Serur
13	Jacob Reiter	\$34,932	\$43,741	96		Matthew Ward	Josh West
14	Sean Taylor	\$34,160	\$57,105		81.8	Moriah Chandler	Henderson-Locker
15	Jonathan Collins	\$33,968	\$51,177		75.6	Victoria Lewis	Ernest Powell
16	Alexandria Greer	\$33,322	\$50,048		79.2	Anthony Mazurkewicz	Giddens-Giddens
17	Bryce Engstrom	\$31,762	\$54,627		86.7	Brandon Minor	AO
18	Jihad Ottallah	\$30,057	\$38,912	93		Matthew Conrad	S-S-Parks-Salvaggi
19	Tyler Tasa	\$29,219	\$36,147	98		Alec Seibold	Josh West
20	Jeffery May	\$29,113	\$35,928	95		Derek Foore	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Sean Taylor	\$564,555	\$658,194		81.8	Moriah Chandler	Henderson-Locker
*2	Jozef Tinaj	\$409,673	\$1,019,838		85.9	Mark Dushaj	AO
*3	Danny Soury	\$356,962	\$587,211		83.5	Zach Otto	Sabrina Lloyd
*4	Dmitry Pendro	\$230,853	\$296,593	96		Joseph Crivelli	Simon Arias
*5	Bryce Engstrom	\$226,056	\$328,469		86.7	Brandon Minor	AO
6	Mario Borino	\$197,548	\$322,452	92		Jonathan Rindt	Simon Arias
7	Rodney Williams	\$197,422	\$264,923		81.4	Darrell Asbell	AO
8	Zachary Hager	\$170,607	\$356,742	94		Ian Zollos	S-S-Parks-Salvaggi
9	Mathew Kahwaji	\$170,394	\$472,468		90.4	Eno Iftiu	AO
10	Rosmary Gomez Castillo	\$165,420	\$198,846	99		Edgar Velasquez Romero	Richardson Latino Division
11	Connor O'Donnell	\$160,793	\$399,771		79.9	Arturo Romero	S-S-Parks-Salvaggi
12	Havis Alvarado	\$159,957	\$412,791		76.8	Astrid Castrillon	Hemerson Gonzalez
13	Noah Vongunden	\$157,297	\$246,336	94		Spencer Kozelj	Simon Arias
14	Kristi Basho	\$156,100	\$348,705	93		Arif Hajro	AO
15	Tyler Tasa	\$152,827	\$265,768	98		Alec Seibold	Josh West
16	Michael Maloney	\$151,802	\$250,618	94		Jonathan Rindt	Simon Arias
17	David Ferriolo	\$141,544	\$192,859		78.7	John Catalano	Simon Arias
18	Omar Al Choufi Cumarin	\$140,908	\$149,511	97		Dairon Arbona Fonseca	Adel Al Choufi Naim
19	Joshua Notte	\$138,631	\$311,294	93		Daniel Prinzo	S-S-Parks-Salvaggi
20	Carrington Hanna	\$134,148	\$522,044		88.9	Eno Iftiu	AO

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

TPC = 2022 Top Producer Council Member

CATEGORIES I-XII



JOE LEWO
ALTAMONTE SPRINGS, FL



ARIF HAJRO
CORONA, CA



JENNY KIM
MILPITAS, CA



DAVID CARPENTER
TEMPE, AZ



BOBBY PARK
KENT, WA



NICHOLAS CHUMA
COLUMBUS, OH



GREGORY RUDOLPH
WEXFORD, PA



PHI PHAN
SAN DIMAS, CA



JOHN VACCA
DES PLAINES, IL



MATTHEW DIULUS
WEXFORD, PA



MICHAEL BOTOND
COQUITLAM, BC



JONATHAN RINDT
WEXFORD, PA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Joe Lewo	27.5%	\$144,757	\$113,527	82.0		Henderson-Locker
Mark Neilson	19.9%	\$167,907	\$139,988	80.4		AO
Zach Otto	15.0%	\$140,609	\$122,244	85.9		Sabrina Lloyd
II Arif Hajro	68.0%	\$209,197	\$124,497	85.1		AO
III Jenny Kim	97.7%	\$157,451	\$79,624	80.6		AO
Mark Bernsdorff	71.4%	\$124,540	\$72,650	79.7		Simon Arias
IV David Carpenter	101.7%	\$65,039	\$32,250	76.4		Dustin Venekamp
Paul Samra	40.3%	\$89,042	\$63,451	86.0		Andrew McQuade
Sara Vaz	36.7%	\$69,821	\$51,075	74.8		AO
V Bobby Park	170.5%	\$115,568	\$42,724	78.0		AO
Brody Maughan-Evanson	108.7%	\$94,582	\$45,317	82.8		Simon Arias
Joshua Dishong	69.1%	\$106,270	\$62,835	83.6		S-S-Bendure-Hartwig
VI Nicholas Chuma	73.4%	\$79,114	\$45,627	82.3		S-S-Bendure-Hartwig
Brandon Minor	30.8%	\$86,712	\$66,292	88.0		AO
VII Gregory Rudolph	96.4%	\$63,334	\$32,250	79.0		Simon Arias
Gabriela Sime	74.0%	\$72,902	\$41,903	74.1		Fisher-Zuzick
Jessica Chang	67.2%	\$53,923	\$32,250	79.8		AO
VIII Phi Phan	117.3%	\$84,356	\$38,819	84.7		Desi Dimitrova
Adem Abdula	44.6%	\$62,937	\$43,535	81.6		Gigliione-Ackerman
Rielly Maher	25.9%	\$40,607	\$32,250	81.0		AO
IX John Vacca	63.3%	\$69,413	\$42,508	77.0		Tommy Vena
Jesse Doherty	53.8%	\$64,836	\$42,155	74.6		AO
Tami Chaimov	31.3%	\$44,492	\$33,884	83.1		Jamison Weatherspoon
X Matthew Diulus	111.0%	\$68,033	\$32,250	75.0		Simon Arias
Matthew Ward	103.5%	\$66,119	\$32,495	89.4		Josh West
Alec Seibold	87.2%	\$61,476	\$32,846	85.6		Josh West
XI Michael Botond	56.9%	\$50,586	\$32,250	81.5		AO
Conor Markins	31.8%	\$42,508	\$32,250	83.9		Simon Arias
Veronica Coval	31.0%	\$44,796	\$34,182	80.9		Laura Fisher
XII Jonathan Rindt	133.9%	\$75,433	\$32,250	83.9		Simon Arias
James Fangmann	115.7%	\$69,576	\$32,250	78.9		Albert Serur
Justin Hermann	99.8%	\$64,449	\$32,250	76.3		Dustin Venekamp

ALL TIME RECORD: \$740,339 Net ALP — ENO IFTIU

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	55.2%	\$1,707,916	\$1,100,596	85.9		AO
Mark Neilson	21.3%	\$999,037	\$823,851	80.4		AO
II Arif Hajro	103.4%	\$1,497,844	\$736,526	85.1		AO
Bobby Gujral	26.1%	\$835,015	\$661,980	82.5		AO
Matthew Conrad	25.8%	\$788,095	\$626,358	85.0		S-S-Parks-Salvaggi
III Mark Bernsdorff	45.6%	\$709,668	\$487,271	79.7		Simon Arias
Jenny Kim	21.7%	\$643,216	\$528,586	80.6		AO
Bruce Viaje	12.1%	\$581,683	\$518,992	80.8		AO
IV Paul Samra	27.7%	\$511,860	\$400,827	86.0		Andrew McQuade
Duni Olusegun	26.8%	\$500,069	\$394,523	84.6		Phillip Waisman
Daniel Prinzo	18.0%	\$517,701	\$438,559	84.4		S-S-Parks-Salvaggi
V Brody Maughan-Evanson	142.9%	\$865,912	\$356,460	82.8		Simon Arias
Joshua Dishong	64.6%	\$561,476	\$341,196	83.6		S-S-Bendure-Hartwig
Scott Wheeler	16.4%	\$393,406	\$338,039	91.0		Satti-Kanaan
VI Nicholas Chuma	68.5%	\$528,907	\$313,892	82.3		S-S-Bendure-Hartwig
Brandon Minor	38.8%	\$431,806	\$311,210	88.0		AO
Brandon Summerton	35.0%	\$408,578	\$302,616	79.5		AO
VII Jessica Chang	59.7%	\$429,312	\$268,871	79.8		AO
Ashley Rust	41.5%	\$344,080	\$243,208	81.9		AO
Stuart Pagan	37.7%	\$388,911	\$282,497	86.5		Mathew Hart
VIII Phi Phan	82.4%	\$460,131	\$252,297	84.7		Desi Dimitrova
Bobby Hamilton	37.3%	\$345,759	\$251,867	76.2		AO
Joshua Goodman	23.3%	\$300,661	\$243,748	78.2		Richard Correa
IX Kimberly Hamilton	51.6%	\$341,806	\$225,456	83.3		Brett Gryska
Tami Chaimov	38.4%	\$321,055	\$231,908	83.1		Jamison Weatherspoon
Jesse Doherty	32.2%	\$291,952	\$220,843	74.6		AO
X Alec Seibold	111.6%	\$341,164	\$161,250	85.6		Josh West
Tomarus Burks	71.4%	\$348,579	\$203,423	76.7		Tom Williams
Slavita Hut	50.4%	\$317,935	\$211,329	80.9		John Young
XI Conor Markins	79.6%	\$325,754	\$181,333	83.9		Simon Arias
Veronica Coval	58.0%	\$292,400	\$185,048	80.9		Laura Fisher
Michael Botond	37.1%	\$271,836	\$198,306	81.5		AO
XII Jonathan Rindt	265.9%	\$622,297	\$170,088	83.9		Simon Arias
Alon Barnur	118.6%	\$364,852	\$166,926	88.0		AO
Justin Hermann	86.1%	\$312,587	\$167,965	76.3		Dustin Venekamp

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

CATEGORIES XIII-XX & ROOKIE



XIII
NAKITA FORTIN
METAIRIE, LA



XIV
CODY GARDNER
NEW YORK, NY



XV
JOHN CATALANO
NEW YORK, NY



XVI
BRANDON HUGHES
PHOENIX, AZ



XVII
WALTER ICAZA
MIAMI, FL



Rookie
MORIAH CHANDLER
ALTA MONTE SPRINGS, FL

MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	75.6%	\$56,641	\$32,250	88.7	Denis-Michael Catalano	
Johnny Fuller	31.6%	\$42,451	\$32,250	83.8	John Young	
Michael Gerstein	24.0%	\$39,976	\$32,250	78.6	Giglione-Ackerman	
XIV Cody Gardner	47.9%	\$47,698	\$32,250	81.7	Albert Serur	
Juan Olvera	37.2%	\$44,245	\$32,250	77.4	Stephen Jubrey	
Hasan Ghazal	35.1%	\$43,564	\$32,250	86.3	Satti-Kanaan	
XV John Catalano	77.5%	\$57,230	\$32,250	76.0	Simon Arias	
Alexandra Longo	39.7%	\$45,059	\$32,250	92.0	Hart-Lewicki	
Justin Adams	13.5%	\$36,608	\$32,250	90.3	Simon Arias	
XVI Brandon Hughes	22.0%	\$39,353	\$32,250	80.9	Dustin Venekamp	
Willie Cummings	15.9%	\$37,371	\$32,250	88.4	Slav Bitman	
XVII Walter Icaza	68.6%	\$54,363	\$32,250	81.3	Beto Quintero	

ALL TIME RECORD: \$740,339 Net ALP — ENO IFTIU

MAY ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	300.4%	\$96,880	\$32,250	151,548	83.1	Henderson-Locker	
Joseph Crivelli	230.0%	\$74,180	\$32,250	111,002	94	Simon Arias	
Mark Dushaj	199.0%	\$64,169	\$32,250	158,561	84.8	AO	
Kevin Gillum	165.6%	\$53,411	\$32,250	75,154	87.9	AO	
Luis Velasquez	131.4%	\$42,373	\$32,250	62,897	80.9	Jesus Romero	
Anthony Mazurkewicz	124.6%	\$40,168	\$32,250	56,894	76.5	Giddens-Giddens	
Spencer Kozej	123.8%	\$39,936	\$32,250	75,698	78.5	Simon Arias	
Beau Minnick	113.9%	\$36,737	\$32,250	48,343	80.7	S-S-Bendure-Hartwig	
Yelineth Godoy Latuff	110.7%	\$35,687	\$32,250	43,554	76.9	Fort Worth Latino Division	
Noris Dominguez Ramirez	109.3%	\$35,248	\$32,250	47,986	99	Jesus Romero	

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	77.7%	\$286,520	\$161,250	88.7	Denis-Michael Catalano	
Gary Slocum	48.5%	\$239,449	\$161,250	81.1	Desi Dimitrova	
Adrienne Bragas	43.3%	\$230,994	\$161,250	86.0	AO	
XIV Cody Gardner	38.1%	\$222,626	\$161,250	81.7	Albert Serur	
Magda Figueiredo	31.1%	\$211,438	\$161,250	80.8	Giglione-Ackerman	
Hasan Ghazal	30.0%	\$209,689	\$161,250	86.3	Satti-Kanaan	
XV Alexandra Longo	41.7%	\$228,467	\$161,250	92.0	Hart-Lewicki	
John Catalano	33.7%	\$215,631	\$161,250	76.0	Simon Arias	
XVII Walter Icaza	80.9%	\$291,728	\$161,250	81.3	Beto Quintero	
XIX Francesca Veltri	21.6%	\$196,150	\$161,250	81.5	Giglione-Ackerman	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	456.6%	\$736,327	\$161,250	1,044,834	83.1	Henderson-Locker	
Mark Dushaj	331.7%	\$534,824	\$161,250	1,970,644	84.8	AO	
Edgar Velasquez Romero	292.2%	\$471,151	\$161,250	509,461	98	Richardson Latino Division	
Joseph Crivelli	268.6%	\$433,111	\$161,250	747,297	94	Simon Arias	
Spencer Kozej	142.6%	\$229,926	\$161,250	514,897	78.5	Simon Arias	
Nafic Djendji Abdel Khalek	139.1%	\$224,282	\$161,250	737,705	75.4	Jesus Romero	
Elvis Cartaya	114.2%	\$184,179	\$161,250	268,086	94	AO	
Luis Velasquez	110.5%	\$178,177	\$161,250	301,947	80.9	Jesus Romero	
Daniel Zotter	108.2%	\$174,468	\$161,250	362,681	77.3	Brett Gryska	
Nairobi Contreras	107.0%	\$172,535	\$161,250	431,753	76.1	Hemerson Gonzalez	

LC = 2022 MGA/RGA Leadership Council Member

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CATEGORIES I-VIII



DAVID CARPENTER
TEMPE, AZ



TAULANT BANE
PHOENIX, AZ



ANDREW BISHOP
RENTON, WA



JENNY KIM
MILPITAS, CA



CHASE MILLER
COLUMBUS, OH



JESSICA CHANG
STEILACOOM, WA



GARY SLOCUM
SAN DIMAS, CA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I David Carpenter	22.1%	\$309,361	\$253,309	78.7	Dustin Venekamp	
Mark Neilson	10.0%	\$633,662	\$575,866	81.0	AO	
II Taulant Bane	29.8%	\$186,216	\$143,428	79.1	Dustin Venekamp	
Brody Maughan-Evanson	14.4%	\$195,191	\$170,551	80.4	Simon Arias	
IV Andrew Bishop	18.9%	\$222,516	\$187,183	87.2	AO	
Meaghan Krecsko	12.9%	\$168,139	\$148,923	84.9	AO	
V Jenny Kim	193.2%	\$273,851	\$93,407	79.4	AO	
Gregory Rudolph	85.9%	\$187,875	\$101,047	79.5	Simon Arias	
Arif Hajro	84.3%	\$221,261	\$120,084	85.1	AO	
VI Chase Miller	65.2%	\$143,142	\$86,659	80.5	S-S-Bendure-Hartwig	
Mark Bernsdorff	62.9%	\$143,655	\$88,169	79.6	Simon Arias	
Cody Gardner	62.2%	\$182,958	\$112,816	79.2	Albert Serur	
VII Jessica Chang	183.9%	\$128,332	\$45,211	82.9	AO	
Bobby Park	80.9%	\$151,282	\$83,633	78.0	AO	
David Quevillon	63.4%	\$164,627	\$100,737	84.5	Mathew Hart	
VIII Gary Slocum	89.8%	\$116,595	\$61,437	82.7	Desi Dimitrova	
Daniel Prinzo	42.6%	\$98,666	\$69,169	84.4	S-S-Parks-Salvaggi	
Paul Samra	34.7%	\$83,463	\$61,968	86.0	Andrew McQuade	

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	72.7%	\$5,563,331	\$3,221,176	85.2	AO	
Mark Neilson	15.0%	\$3,427,928	\$2,979,982	81.0	AO	
II Matthew Diulus	21.8%	\$1,577,141	\$1,295,046	77.7	Simon Arias	
Eric Thompson	21.6%	\$1,635,865	\$1,345,163	80.4	S-S-Parks-Salvaggi	
Justin Adams	12.5%	\$1,439,260	\$1,279,731	79.8	Simon Arias	
III Eno Iftiu	55.8%	\$1,712,703	\$1,099,245	85.9	AO	
Scott Wheeler	12.8%	\$1,128,832	\$1,001,034	85.5	Satti-Kanaan	
IV Mark Dushaj	128.8%	\$1,970,663	\$861,240	84.6	AO	
Andrew Bishop	24.8%	\$1,178,308	\$944,204	87.2	AO	
Astrid Castrillon	20.8%	\$1,007,045	\$833,368	74.1	Hemerson Gonzalez	
V Arif Hajro	96.7%	\$1,562,125	\$794,002	85.1	AO	
Bobby Hamilton	43.3%	\$1,060,155	\$739,972	78.2	AO	
Gregory Rudolph	38.1%	\$1,062,208	\$769,113	79.5	Simon Arias	
VI Chase Miller	84.8%	\$990,774	\$536,187	80.5	S-S-Bendure-Hartwig	
Tyler Boulden	75.7%	\$898,703	\$511,630	86.3	Josh West	
Mark Bernsdorff	37.6%	\$827,861	\$601,701	79.6	Simon Arias	
VII Jessica Chang	102.4%	\$928,558	\$458,880	82.9	AO	
Chris La Fond	47.4%	\$776,953	\$527,023	82.6	AO	
John Santososso	44.2%	\$702,750	\$487,444	80.5	Brett Gryska	
VIII Gary Slocum	68.1%	\$747,108	\$444,323	82.7	Desi Dimitrova	
Daryl Graham	40.5%	\$560,853	\$399,202	77.1	S-S-Parks-Salvaggi	
Daniel Prinzo	38.1%	\$556,808	\$403,113	84.4	S-S-Parks-Salvaggi	

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

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REGIONAL GENERAL AGENTS *continued*

CATEGORIES IX–XVI

IX

SLAVITA HUT
TULSA, OK

X

JOSHUA GOODMAN
AURORA, CO

XI

PHI PHAN
SAN DIMAS, CA

XII

GIOVANNI DIDURO
ROCHESTER, NY

XIII

JAMES MARKS
WEXFORD, PA

XIV

RICHARD WHYTE
TORONTO, ON

XV

KADE BECK
BATON ROUGE, LA

XVI

RAYMOND RISUCCI
VALHALLA, NY

MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Slavita Hut	70.3%	\$96,007	\$56,370		82.1	John Young
Carlo Buhay	53.1%	\$73,590	\$48,059		82.0	AO
Donald DeVoise	22.8%	\$76,018	\$61,907		88.2	Slav Bitman
X Joshua Goodman	93.7%	\$116,411	\$60,110		79.8	Richard Correa
Nicholas Chuma	87.2%	\$80,163	\$42,831		82.2	S-S-Bendure-Hartwig
Jesse Doherty	74.5%	\$88,389	\$50,642		77.1	AO
XI Phi Phan	116.5%	\$84,054	\$38,819		84.7	Desi Dimitrova
Rielly Maher	55.2%	\$50,061	\$32,250		80.1	AO
Adem Abdula	42.8%	\$62,157	\$43,535		81.6	Gigliione-Ackerman
XII Giovanni Diduro	71.6%	\$55,332	\$32,250		83.5	Brett Gryska
Michael Botond	56.9%	\$50,586	\$32,250		81.5	AO
Daniel Zotter	49.3%	\$74,950	\$50,201		77.3	Brett Gryska
XIII James Marks	102.1%	\$80,210	\$39,685		84.7	Simon Arias
Alon Barnur	97.0%	\$63,523	\$32,250		87.8	AO
Anthony Mazurkewicz	87.6%	\$60,674	\$32,337		76.5	Giddens-Giddens
XIV Richard Whyte	94.7%	\$62,787	\$32,250		77.9	AO
Darez Meriwether	50.8%	\$48,623	\$32,250		83.5	AO
Johnny Fuller	31.6%	\$42,451	\$32,250		83.8	John Young
XV Kade Beck	47.0%	\$47,402	\$32,250		75.8	Brian Schreiter
Brandon Hughes	32.6%	\$42,752	\$32,250		80.9	Dustin Venekamp
Jennifer Ragan	28.1%	\$41,312	\$32,250		84.3	AO
XVI Raymond Risucci	247.6%	\$112,117	\$32,250		84.6	Moore-DeFurio
Joseph Crivelli	244.2%	\$111,002	\$32,250	94		Simon Arias
Matthew Ward	108.3%	\$67,168	\$32,250		89.4	Josh West

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Nafic Djendji Abdel Khalek	106.6%	\$734,286	\$355,352		75.4	Jesus Romero
Slavita Hut	32.6%	\$489,416	\$369,055		82.1	John Young
Jean M Joseph	20.9%	\$405,918	\$335,611		74.2	Tom Williams
X Nicholas Chuma	84.7%	\$555,055	\$300,560		82.2	S-S-Bendure-Hartwig
Stella Roznovan	58.1%	\$472,704	\$299,080		80.6	Cohen-Velasquez
Joshua Goodman	47.4%	\$480,954	\$326,386		79.8	Richard Correa
XI Phi Phan	80.8%	\$456,243	\$252,297		84.7	Desi Dimitrova
Justin Hermann	58.1%	\$438,152	\$277,106		74.6	Dustin Venekamp
Nicole Preston	42.7%	\$386,895	\$271,163		79.5	Kris Thieme
XII Daniel Zotter	60.5%	\$363,882	\$226,672		77.3	Brett Gryska
Giovanni Diduro	42.4%	\$297,241	\$208,777		83.5	Brett Gryska
Michael Botond	36.8%	\$271,836	\$198,760		81.5	AO
XIII James Marks	237.9%	\$654,471	\$193,706		84.7	Simon Arias
Brandon Schwed	180.3%	\$451,941	\$161,250	91		Kevin Holtz
Alon Barnur	112.9%	\$364,852	\$171,411		87.8	AO
XIV Richard Whyte	32.9%	\$214,235	\$161,250		77.9	AO
XV Kade Beck	60.0%	\$257,996	\$161,250		75.8	Brian Schreiter
Steve Bryant	52.0%	\$245,117	\$161,250	89		Kevin Holtz
Kingsley Ibeh	35.5%	\$218,495	\$161,250		80.3	Dustin Venekamp
XVI Joseph Crivelli	363.4%	\$747,297	\$161,250		94	Simon Arias
Raymond Risucci	268.9%	\$594,807	\$161,250		84.6	Moore-DeFurio
Tucker Gregor	82.9%	\$294,941	\$161,250	97		West-Moody

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

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CATEGORIES I-VII




I **SIMON ARIAS**




II **MATHEW HART**




III **JAMISON WEATHERSPOON**



IV **ALBERT SERUR**



V **TOMMY VENA**



VI **COREY NEFF**



VII **FISHER-ZUZICK**

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

MAY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Simon Arias	87.4	\$1,326,483	\$1,518,500		79.1	35.2
Dustin Venekamp	103.2	\$552,476	\$535,200		79.9	32.6
Theodore Pappas	76.7	\$616,144	\$803,700		80.5	8.6
II Mathew Hart	97.0	\$425,612	\$438,900		82.9	76.1
Giglione-Ackerman	67.1	\$426,837	\$636,000		81.5	13.7
Brett Gryska	97.1	\$463,518	\$477,400		82.2	12.7
S-S-Bendure-Hartwig	105.6	\$454,186	\$430,000		83.8	8.5
III Jamison Weatherspoon	80.3	\$260,777	\$324,800		79.7	17.3
Nick Moore	68.9	\$287,462	\$417,300		81.9	13.6
Richard Correa	81.2	\$359,699	\$443,200		79.6	6.5
Satti-Kanaan	68.9	\$304,809	\$442,300		85.0	0.5
IV Albert Serur	102.4	\$324,535	\$316,900		79.2	79.7
Josh West	105.0	\$291,371	\$277,500		87.3	56.1
Andrew McQuade	104.8	\$258,057	\$246,300		84.4	10.4
Tom Williams	79.1	\$283,975	\$359,100		76.5	4.3
V Tommy Vena	92.2	\$187,282	\$203,100		75.8	57.7
Cindy Furer	87.6	\$168,734	\$192,600		76.9	17.3
VI Corey Neff	50.3	\$103,162	\$205,100		79.9	94.2
Giddens-Giddens	88.6	\$175,702	\$198,200		78.0	71.3
Slav Bitman	91.4	\$167,195	\$182,900		85.7	7.0
VII Fisher-Zuzick	95.5	\$100,604	\$105,300		75.8	37.8
Jose Carvajal	88.2	\$125,125	\$141,900		77.7	15.2
Denis-Michael Catalano	90.6	\$127,965	\$141,200		78.6	13.5
Chalom-Chalom	94.2	\$131,268	\$139,300		84.8	10.5
Kevin Holtz	69.6	\$90,519	\$130,100		80.7	7.3

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I S-S-Parks-Salvaggi	92.2	\$7,028,811	\$7,623,200		82.0	8.4
Simon Arias	94.3	\$8,721,715	\$9,247,300		79.1	8.3
Sabrina Lloyd	90.4	\$2,627,324	\$2,905,500		81.5	4.3
AO	86.2	\$29,094,084	\$33,771,400		82.3	0.7
II S-S-Bendure-Hartwig	109.0	\$2,879,878	\$2,642,000		83.8	24.0
Mathew Hart	95.3	\$1,899,591	\$1,992,300		82.9	23.7
Beto Quintero	94.7	\$2,212,827	\$2,335,600		83.5	10.8
Brett Gryska	93.3	\$2,881,890	\$3,088,400		82.2	6.3
Cohen-Velasquez	86.0	\$2,255,083	\$2,621,400		82.9	0.2
III Satti-Kanaan	94.0	\$1,868,292	\$1,986,600		85.0	13.2
Darcy Schrieber	68.3	\$856,005	\$1,253,500	95		11.2
IV Andrew McQuade	126.2	\$1,554,463	\$1,231,500		84.4	38.0
Josh West	115.9	\$1,592,264	\$1,374,300		87.3	36.9
Philip Prata	92.1	\$1,123,786	\$1,220,100		80.8	8.5
Tom Williams	89.1	\$1,615,578	\$1,812,600		76.5	5.6
Albert Serur	85.2	\$1,509,625	\$1,771,400		79.2	4.4
V Tommy Vena	99.7	\$1,086,998	\$1,090,200		75.8	18.6
Cindy Furer	99.8	\$1,075,609	\$1,078,200		76.9	15.3
VI Giddens-Giddens	98.6	\$847,307	\$859,600		78.0	44.5
Slav Bitman	91.6	\$903,797	\$986,500		85.7	3.6
VII Fisher-Zuzick	114.0	\$616,926	\$541,200		75.8	32.8
Denis-Michael Catalano	102.6	\$712,904	\$694,600		78.6	15.5
Kevin Holtz	105.2	\$757,989	\$720,700		80.7	15.4
Jose Carvajal	91.4	\$601,529	\$658,200		77.7	9.2

CATEGORIES VIII–XIII



VIII
DESI DIMITROVA



IX
AO-LORENCE



X
JOHN YOUNG



XI
ANDRE HAWTHORNE



XII
NICOLE SANDERS




XIII
MOORE-DEFURIO


EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I–XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I–XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD *Spotlight* number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.


TOP % OF NET ALP OBJ ▶



MOORE-DEFURIO
Category XIII
231.8



DESI DIMITROVA
Category VIII
159.5



CAPOZUCCA-H-W
Category XIII
167.9

MAY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	159.5	\$143,214	\$89,800		82.8	171.8
Tiffany Wagner	108.1	\$133,786	\$123,800		83.4	64.7
IX AO-Lorence	115.6	\$104,632	\$90,500		80.8	106.7
Hart-Lewicki	89.8	\$65,548	\$73,000		79.7	56.0
X John Young	141.3	\$97,898	\$69,300		82.6	54.5
Kris Thieme	90.2	\$72,011	\$79,800		77.9	31.9
Mark Beckford	120.4	\$89,847	\$74,600		79.7	18.2
XI Andre Hawthorne	94.5	\$34,966	\$37,000		82.2	50.1
Jeremy Rivers	109.7	\$40,594	\$37,000		74.8	26.4
XII Nicole Sanders	72.6	\$26,847	\$37,000		85.8	79.8
Williams-Akinade	140.3	\$55,979	\$39,900	85		7.1
XIII Moore-DeFurio	231.8	\$85,764	\$37,000	94		N/A
Capozucca-H-W	167.9	\$62,613	\$37,300	93		89.9
Adel Al Choufi Naim	153.9	\$82,049	\$53,300	91		59.9
Almeida-Graham	128.6	\$47,573	\$37,000	89		105.1
Myaa Fallon	116.9	\$43,248	\$37,000	91		N/A
Michael Barlettano	103.4	\$38,262	\$37,000	93		N/A

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	123.8	\$878,839	\$710,000		82.8	50.8
Tiffany Wagner	100.3	\$652,709	\$650,500		83.4	26.7
IX Hart-Lewicki	117.9	\$458,946	\$389,300		79.7	47.5
AO-Lorence	101.9	\$497,058	\$487,900		80.8	18.8
Oldham-Moore	97.5	\$642,927	\$659,300		79.5	4.5
X John Young	129.9	\$505,970	\$389,400		82.6	47.8
Mark Beckford	104.5	\$419,597	\$401,500		79.7	19.6
Kris Thieme	92.1	\$390,771	\$424,500		77.9	6.3
XI Jeremy Rivers	93.9	\$185,490	\$197,600		74.8	10.4
XII Nicole Sanders	78.7	\$145,547	\$185,000		85.8	51.2
Williams-Akinade	122.5	\$308,782	\$252,000	85		34.8
Williams-Musso	94.8	\$487,847	\$514,400	92		9.0
XIII Moore-DeFurio	294.8	\$545,471	\$185,000	94		N/A
Almeida-Graham	117.4	\$217,194	\$185,000	89		106.0
Adel Al Choufi Naim	115.2	\$250,590	\$217,600	91		57.7
Michael Barlettano	96.8	\$179,104	\$185,000	93		N/A

CATEGORY I



1
DAVID SCALISI
MANLIUS, NY

CATEGORY II



1
ROBIN ANDRADE
KINGSTON, MA



2
MARK GAGLIARDI
CLARKSVILLE, TN

CATEGORY III



1
WILLIAM ROL
HONOLULU, HI



2
DARRELL DOREY
MAHONE BAY, NS

CATEGORY IV



1
GEORGE MURRY
MONTGOMERY, AL



2
AMANDA CROSS
LEXINGTON, KY



1
MELISSA LIVELY
HEAD OF CHEZZETCOOK, NS

CATEGORY V



2
THOMAS NEJMAN
TAMPA, FL

CATEGORY VI



1
ERICA DALAGER
LAKELAND, MN



2
CHERYL COOK
EAST BERLIN, PA

CATEGORY VII



1
LOU NELL BUSBY
HENDERSON, TN



2
BARBARA RABELO
WHITTIER, CA

CATEGORY VIII



1
CELIA O'DELL
NETTIE, WV



2
TORI SNOWDEN
LANSING, MI

FIRST SIGNED TG



TARA SHEAD
TEMPLE, GA

TOP MANAGERS

CATEGORY I



1
DAWN TRUDDEN
PEORIA, IL

CATEGORY II



1
MORGAN BREIER
SWARTZ CREEK, MI

CATEGORY III



1
LISA JOHNSON
SUMMERSVILLE, WV

INDIVIDUAL REPS: MAY

Category	Rank	Rep	Cards	Obj	% Obj
I	1	David Scalisi	2,642	1,217	217.1%
	2	Mark Gagliardi	1,692	1,102	153.6%
II	1	Robin Andrade	2,365	1,212	195.2%
	2	Darrell Dorey	1,757	993	177.0%
	3	Janis Pitts	1,172	920	127.3%
III	1	William Rol	1,743	845	206.2%
	2	Darrell Dorey	1,757	993	177.0%
	3	Janis Pitts	1,172	920	127.3%
IV	1	George Murry	1,047	728	143.9%
	2	Amanda Cross	785	742	105.8%
	3	Jessica Christersson	766	698	109.7%
V	1	Melissa Lively	1,146	591	193.8%
	2	Thomas Nejman	822	599	137.2%
	3	Jessica Christersson	766	698	109.7%
VI	1	Erica Dalager	1,343	564	237.9%
	2	Cheryl Cook	958	550	174.1%
	3	Dee Hettinger	854	561	152.1%
VII	1	Lou Nell Busby	1,574	550	286.1%
	2	Barbara Rabelo	722	550	131.3%
	3	Dianna Lueke	499	550	90.7%
VIII	1	Celia O'Dell	2,426	550	441.1%
	2	Tori Snowden	1,759	550	319.8%
	3	Ryan Gregoli	1,068	550	194.2%
Rookie	1	Celia O'Dell	2,426	550	441.1%
IceBreaker	1	Miranda McKee	1,002	550	182.2%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	David Scalisi	9,602	6,083	157.8%
	2	Robin Andrade	7,051	6,058	116.4%
II	*1	Rona Pileggi Spano	7,262	5,473	132.7%
	2	Robin Andrade	7,051	6,058	116.4%
	3	Cindy Kunce	5,714	6,000	95.2%
III	*1	Kathy Pappas	10,016	4,232	236.7%
	2	Al Wall	9,090	4,668	194.7%
	3	Janis Pitts	7,151	4,601	155.4%
IV	*1	Cas Robinson	8,988	3,721	241.6%
	2	Amanda Cross	4,445	3,710	119.8%
	3	Irene Rurycz	4,212	3,520	119.7%
V	*1	Noel Robbins	3,157	3,005	105.1%
	2	Steve Orcheron	3,463	3,504	98.8%
	3	Thomas Nejman	2,938	2,993	98.1%
VI	*1	Erica Dalager	4,187	2,822	148.4%
	2	Dee Hettinger	3,449	2,807	122.8%
	3	Tommy Flynn	2,857	2,750	103.9%
VII	*1	Lou Nell Busby	5,502	2,750	200.1%
	2	Chas Robinson	3,932	2,750	143.0%
	3	Brian Ryan	3,057	2,750	111.2%
VIII	*1	Ryan Gregoli	9,903	2,750	360.1%
	2	Tori Snowden	5,558	2,750	202.1%
	3	Celia O'Dell	5,143	2,750	187.0%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: MAY

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Dawn Trudden	7,043	5,471	128.7%
	2	Tami Williams	6,147	5,400	113.8%
II	1	Morgan Breier	6,086	4,718	129.0%
	2	Tami Williams	6,147	5,400	113.8%
III	1	Lisa Johnson	2,952	2,498	118.2%
	2	Billy Sauers	3,064	3,298	92.9%

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	JT Tasker	42,116	31,157	135.2%
	2	Judy Spade	26,966	26,883	100.3%
II	*1	Tami Williams	38,413	26,998	142.3%
	2	Judy Spade	26,966	26,883	100.3%
III	*1	Lisa Johnson	11,827	12,491	94.7%

MOST ORIGINAL CARDS GENERATED: YTD

- 1** AL WALL 4,256
- 2** KATHY PAPPAS 3,872
- 3** CAS ROBINSON 3,405



1
AL WALL
HOLLAND LANDING, ON

GC = 2022 PR Growth Council Member

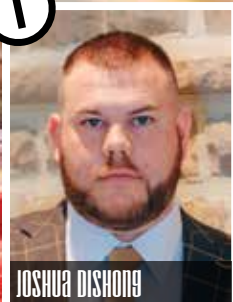
PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 6,00 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 90% of Growth objective.

WORLD'S GREATEST BONUS

1



JOSHUA DISHONG
\$20,461
S-S-Bendure-Hartwig

2



FIRAT UCAR
\$18,116
Dustin Venekamp

3



KAELAN MUSCARA
\$13,774
AO

4



DUNI OLUSEGUN
\$13,641
Phillip Waisman

5



OLEG NOVITCHII
\$13,511
S-S-Parks-Salvaggi

MAY BONUS LEADERS

PAYOUT: \$1,936,210

QUALIFIERS: 3,138

\$ 20,461 Joshua Dishong	\$ 3,776 Taj Tumber	\$ 2,833 Kristina Fennessy	\$ 2,274 Kashala Guiden	\$ 1,989 Stephanie DesForges	\$ 1,806 Vanessa Rodriguez
18,116 Firat Ucar	3,733 Razan Zarba	2,787 Omaira Garcas	2,268 Anthony Ferguson	1,968 Peter Kaplanis	1,805 Roberto Rosado
13,774 Kaelan Muscara	3,728 Dayana Perez Teran	2,784 Roydon Riki	2,262 Shameka Levy	1,967 Harbi Hamdan	1,804 Emily Rogers
13,641 Duni Olusegun	3,711 Kelly Jones	2,752 Jonni Ng	2,251 Alipate Makaui	1,962 Sonia Steele	1,796 Susan daCruz
13,511 Oleg Novitchii	3,697 Michael Lewo	2,752 Jonni Ng	2,237 Kiana Gorden	1,962 Brandon Gustin	1,793 Taylorr Nathaniel
13,212 Marshall Fernandez	3,657 Michael van Delft	2,747 Fabian Wilson	2,219 Babajide Obashoto	1,953 Victoria Lopes	1,790 Kelly Ford
13,052 Carmen Arroyo	3,634 Scott Urbanowicz	2,736 Jose Marin Quintero	2,207 Dylan White	1,952 Donald Gregoire	1,787 Cassandra Pinto
11,599 Kristi Basho	3,576 Arturo Romero	2,701 Richard Sidoti	2,201 Trisha Jones	1,937 Kemar Thompson	1,779 Ariane Davis
10,100 Nancy Djendji	3,568 Sean Merritt	2,700 Angelica Garcia	2,192 Chris McElmoyl	1,934 Sarah Reay	1,775 Damian Woods
9,275 Salaur Khorrami	3,560 Bryan Stoddard	Avalos	2,179 Anthony Washington	1,931 Klaudio Martinaj	1,763 Alex Grushko
8,843 Justin Neal	3,529 Morgan Tranquist	2,646 Corina Omoware	2,169 VaShawn Nelson	1,928 Christina Scanlon	1,762 Justin Schwem
8,302 Spencer Stoyer	3,490 Amir	2,640 Joshua Notte	2,166 Lindsay Staffieri	1,923 Brittany Rhodes	1,760 Shayla Harris
7,696 Franko Billbili	Iranidoosthaghghi	2,627 Carrington Hanna	2,154 Trevor Bailey	1,921 Juan C Nunez	1,759 Daniel Arzate Roa
7,696 Sarah Saleim	3,455 Yelitza Dominguez	2,618 Cassidy Griffin	2,153 Sanad Altal	1,920 Colby Fox	1,748 Dan Devries
6,889 Steffanie Sainato	3,454 Nikolla Lulgiuraj	2,616 Dawid Liniewski	2,151 Jissel Leal	1,913 Zayd Burns	1,743 Isabel Seoane Parra
6,836 Dianka Blash	3,450 Rachel Mills-Walker	2,602 Ryan Vance	2,149 Lawrence Hadley	1,912 Jose Anderson	1,742 Jordon Graham
6,756 Alex Miller	3,427 Jillian Getz	2,600 Ariel McAlister	2,142 Betzaida Davila Perez	1,911 Harvey Quinn	1,739 Ahmad Agel
6,751 Damon Stroup	3,414 Joachim Jean	2,598 Porsha Portis	2,114 Leonardo Alsina	1,910 Michelle Olivo	1,730 Samuel Marzula
6,430 Lily Sakai	3,403 Alex Smith	2,574 Kosina Kotun	2,091 Chris Anderson	1,909 Michael McLaughlin	1,720 Emily Klich
6,405 Max Quasem	3,389 Irma Gallardo	2,573 Mike Reed	2,091 Raheem Nubani	1,909 Anthony Williams	1,714 Joshua Lackey
6,087 Aref Sayegh	3,384 Gustavo Borrego	2,537 Matthew Wilson	2,091 Harun Ali	1,906 Phillip Rigoli	1,711 Paola Asaro Avila
5,750 Ildemaro Ruiz	3,370 Darez Meriwether	2,525 Jeffrey Watson	2,086 Milton Sanders	1,905 Jean Romero Capote	1,705 Jacqueline Higareda
5,617 Michael Ellis	3,351 Andrew Brown	2,525 Marcos Delfrade	2,079 Rosa Colmenares	1,889 Joshua Hosenbold	1,693 Sam Huber
5,491 Bryan Juskiw	3,345 Samantha Dorrough	Gonzalez	2,065 Dylan Stickel	1,888 Meghan Hendrickson	1,692 Lee Samatowic
5,361 Ladan Rahbary	3,328 Hilsy Perez	2,518 Michelle Scourtos	2,063 Nicole Longey	1,887 Kimberly Maya	1,688 Collin Robinson
5,251 Scott Whitford	3,253 Alexandra Longo	2,518 Calvin Irving	2,059 Epifania Segovia	1,885 John Thomas	1,682 Keshawn Pierce
5,240 Jeanneliza Solis	3,252 Ala Awad	2,495 Ernesto Delgadillo	Barreto	1,884 Marc Futterweit	1,677 Kempton Perry
5,235 Matthew Zang	3,246 Jose Cuellar	2,471 Truman Falkner	2,053 Alan Sedaghat	1,880 David Bilotti	1,674 Kacey Morgan
5,123 Rachael Glamp	3,216 Larry Brown	2,451 Peter Gabranski	2,052 Lleison Martinez	1,875 Michael Gamboa	1,673 Justin Adams
5,029 Roger Fung	3,206 Marisa Brockway	2,451 Harinderjit Sidhu	2,052 Oscar Gastelum	1,869 Edward Leon	1,667 Andrea D Owens
4,918 Daniel Paravisini	3,168 Crystal Vairretta	2,424 Panaris Bregu	2,049 Alejandra Maldonado	1,866 Joan Alvarez Rueda	1,667 Dominick Matisko
4,849 Monica De Nobrega	3,123 Ellen Tuttle	2,404 Dina Boghdady	2,049 Courtney McDonald	1,859 Sasha Oakes	1,658 Pa Alieu Kasseh
4,814 Dillon Zartman	3,019 Denise Kyrcos	2,390 Desmond Martin	2,041 Michael Battaglio	1,854 Muhammed Ashraf	1,652 Jennifer Ragan
4,681 Clayton Friday	3,005 Brandon Bennett	2,388 John Curry	2,035 Nicole Guiho	1,852 Georgia Boquel	1,651 Michele Faul
4,545 Yhonder Morales	2,993 Tiffany Thompson	2,384 Gerardo Gonzalez	2,034 Alton Jones	1,849 Elaina Vecchio	1,643 James Miller
Moreno	2,980 Gage Harrington	2,365 Basil Williams	2,033 Zakiya Jones	1,849 Kevin Musai	1,626 Richard Carter
4,409 Connor Cook	2,965 Austin Rockall	2,355 Bruce Tan	2,029 Connor Meakins	1,843 Ana Machado	1,624 Anne Banco
4,319 Viktorious Dugan	2,940 Kevin Valentin Ross	2,342 Tyler Teague	2,018 Samuel Morrison	1,841 Pablo Solis	1,622 Phi Phan
4,311 Anaka Moss	2,932 Kurt Evans	2,339 Elijah Burdette	2,011 Lori Hamel Johnson	1,837 Mason Duty	1,617 Nicholas Gomez
4,277 Fatima Mashriqi	2,920 Roberto Samano Diaz	2,328 Sebrina Lazee	2,008 Cleopatra Sola	1,834 Cash Sampson	1,616 Ryan Clawson
4,255 Javier Diaz	2,917 Donald Lewis	2,323 Nella Lejeune	2,005 Sean Taylor	1,824 Michael Conner	1,612 Morgan Cash
4,140 Todd Krupa	2,887 Joshua Elkins	2,321 Alaska Jimenez	2,003 Daniel Rock	1,819 Brent Henderson	1,608 Jahara Clark
4,117 Lamine Diakhate	2,883 Wimbirt Villalobos	2,315 Rhonda Taylor	1,999 Phillip Zollos	1,815 Jake Kim	1,601 Lamita Dahdah
4,059 Ian Pickett	2,862 Alex Jankowski	2,310 Wendy Peragondej	1,995 Rahman Mashriqi	1,811 Jordan Jones	1,596 Johnny Ly
3,908 Patrice Charles	2,854 Tina Nelson	2,310 Elio Mertiri	1,993 Pablo Solis	1,807 Julian Leyva	1,595 Erika Benitez
3,845 Gunnar Jorstad					1,592 Shanna Cote

\$ 1,586 Carlos Marin	\$ 1,430 Cole Kushik	\$ 1,283 Cristian Cartagena	\$ 1,197 Hrishik Lakhnopal	\$ 1,033 James Bosworth
1,582 Joanne Patten	1,429 Igor Melcharek	Clemente	1,195 Drew Johnson	1,028 Nathan Labranche
1,581 Christopher Davis	1,428 Benjamin Giamalva	1,280 Muhammad Mansoor	1,192 Jacqueline Kabluyen	1,027 Yasmin Kapadia
1,577 Christopher Larsen	1,426 Joshua Egyud	1,277 Kara Garcia	1,191 Hayden Kristophel	1,026 Zachery Croyle
1,575 Ervin Metaj	1,425 Michelle Lopez	1,273 Justin Sherman	1,190 James Marks	1,025 Ricky Gandhi
1,574 Eshantee Bell	1,422 Isaiah Banks	1,273 Alexander Nachman	1,190 Bledar Bane	1,023 Angelo Luciano
1,571 Jozef Tinaj	1,421 Jerry Allien	1,268 Cameron Ontko	1,186 Jenny Anderson	1,022 Chad McLaughlin
1,570 Jennifer Savino	1,416 Zindora Crawford	1,266 Charles Belt	1,182 Victoria Varney	1,020 Colin Ghee
1,568 Christina Solis	1,410 Robin Cole	1,264 Yanicka Ghoston	1,181 Kristie Syvret	1,020 Rovena Lulgiuraj
1,566 Robert Burns	1,409 Desiree Moore	1,259 Rebecca Anderson	1,180 Angellese Camacho	1,019 Amy Hull
1,565 Kamyar Soleymani	1,408 Christian Salcedo	1,258 Ifeanyi Ufonde	1,180 Jesse Wertman	1,016 Riche Haye
1,564 Lamaricus Jackson	1,397 Timothy Copenhaver	1,255 Yesenia Garcia	1,179 Marlen Wilkins	1,015 Brandon Freeman
1,561 Christina Salvatore	1,394 Jesusdieu Portilus	1,252 Kim Tran	1,176 Claudio Maya	1,012 Jonathan Russell
1,557 Meardey Kim	1,394 Jacob Reiter	1,252 Ethan Pfeifer	1,176 Claudy Wong	1,012 Asante Jackson
1,547 Gabrielle Kolar	1,391 Herivelto Pereira	1,251 Bernadette De	1,175 Mary Taylor	1,007 Brian Herb
Shahriar	1,388 Christian Gilman	1,251 Kim Tran	1,174 Dustin Edgell	1,007 Gavin Gambhir
Mohammadi	1,387 Paola Marin	1,251 Nicholas Montiel	1,174 Coletton Collins	1,003 Christine Munroe
Erica Lent	1,384 Eldai Castro	1,251 Jessica Yates	1,171 Jennifer Jennings	1,003 Charles Ferrari
1,538 Amalia Rodriguez	1,383 Jazmin Lester	1,250 Glenn Arakawa	1,166 Natalia Beltran	1,002 Stacie Freye
De Nava	1,381 Trace Cary	1,246 Robert Taipau	Hernandez	1,001 Mayerlin Ramirez
1,536 Cody Dubroy	1,370 Luzmary Rodriguez	1,242 Kimberly Ramirez	1,165 Joel Trask	Davila
1,534 Donald Hollen	Castillo	1,240 Alexander Cohen	1,164 Taylor Ahlgrim	1,000 Kevin Ishikane
1,530 Romal Omid	1,370 Cross Steplowski	1,237 Charles Tier	1,159 Heather Zampogna	1,000 Jonathan Siregar
1,522 Lamar Williams	1,369 Jaret Mielnicki	1,237 Wilfredo Perez	1,159 Preeti Sahgal	
1,521 Austin Ewing	1,368 Katie Stahulak	1,235 Joseph Kanaan	1,158 Joseph Hedborn	
1,513 Vitaliy Stoykevich	1,365 Indira Frias Pacheco	1,234 Dale Hetrick	1,158 Suely Bodart	
1,513 Gabriella Weisbom	1,363 Marc Dorceus	1,232 Jordan Hamrick	1,156 Paola Ramos	
1,509 Roger Fredericks	1,355 Steven Church	1,232 Yehuda Makowitz	1,153 Duane Shaw	
1,499 Spencer Kozej	1,345 Jennie Pierce	1,230 Giselle Hernandez	1,151 Tevin Overton	
1,497 Aprille Scheuring	1,342 Amandeep Kaur Gill	Zuniga	1,149 Jayvon Braxton	
1,491 Peer Shmelzer	1,340 Richard Bearden	1,229 Joe Bevacqua	1,149 Patricia Santamarina	
1,489 Ethan Sapp	1,336 Kelly Yingling	1,226 Jordan A Miller	1,147 Krystal McGlown	
1,487 Steven Valentim	1,332 Barbara King	1,223 Veronica Coval	1,141 Adam Youssef	
1,486 Javed Guglielmino	1,328 Adam Schaefer	1,221 Willie Cummings	1,136 Anna Hennessey	
1,486 Enri Sako	1,326 Cherrish Taylor	1,221 Michael Panella	1,134 Jessica Occhipinti	
1,481 Yolette Mompont	1,322 Mariah Luquin	1,218 Michael Geyer	1,134 Allan Allas	
1,480 Ashley Rust	Botello	1,218 Trace Johnson	1,133 Kingsley Ibeh	
1,476 Mike Mangaoang	1,319 Bradley Christiansen	1,217 Carlos Colina	1,132 Jenny Alvarez	
1,473 Amber Wade	1,319 Victor Ledesma	1,214 Mario Borino	1,131 Austin Macias	
1,470 Nathan Hunt	1,316 Braden Buck	1,213 Elmar Aslami	1,129 Joseph Tegan	
1,464 Dulce Paz	1,316 Olaniyan Eaglin	1,212 Joseph Sixta	1,122 Garrett Cegon	
1,463 Magaly Una	1,305 Brandon Neal	1,211 Michael Dafoe	1,121 Darian Hester	
1,460 Jordan Brown	1,301 Jamie Caldwell	1,206 Alvin Johnson	1,121 Devon Hinsperger	
1,459 Michael Scarborough	1,300 Justin Sasano	1,206 Richard Bentley	1,118 Christopher McGlynn	
1,457 Jonathan Corona	1,299 Kaia Pirazzini	1,204 Ricky Balboa	1,116 William Benline	
1,440 Gene Hale	1,297 Dylan Schmidt	1,200 Yatianna Tirado	1,112 Evan Pinkerton	
1,438 Richard Tabanji	1,296 Stevie Lopez	1,200 Enid Franco	1,110 Waundlyan Pete	
1,438 Donald Wolak	1,289 Mammie Price	1,200 Damaris Trejo	1,106 Coralis Rodriguez	
1,435 Anthony Dell'anno	1,286 Kirby Hanner	1,199 Patrick Barnes	1,105 Osiris Kessinger	
1,433 Tessa Kettelle	1,284 Christopher Kennedy	1,198 Ornella Martinaj	1,103 Aaliyah Lacking	

LEADERSHIP BONUS

1



MORIAH CHANDLER

\$31,021
Henderson-Locker

2



ENO IFTIU

\$29,613
AO

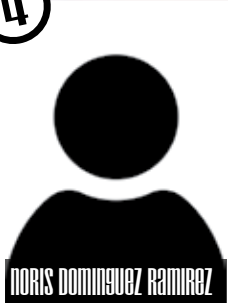
3



ARIF HAJRO

\$26,387
AO

4



NORIS DOMINGUEZ RAMIREZ

\$22,232
Jesus Romero

5



MARK DUSHAJ

\$17,586
AO

MAY BONUS LEADERS

PAYOUT: **\$1,319,056**

QUALIFIERS: **771**

- \$31,021 Moriah Chandler
- \$29,613 Eno Iftiu
- \$26,387 Arif Hajro
- \$22,232 Noris Dominguez Ramirez
- \$17,586 Mark Dushaj
- \$16,845 Bledar Bane
- \$16,210 Mark Neilson
- \$15,071 Zackarea Hakim
- \$14,974 Bobby Park
- \$14,564 Darrell Asbell
- \$12,486 Caren Deanda
- \$11,664 Chris La Fond
- \$11,311 Alon Barnur
- \$10,700 Joshua Olin
- \$10,446 Zach Otto
- \$10,283 Dustin Dunbar
- \$10,072 Bobby Gujral
- \$9,747 Ryan Stenglein
- \$9,584 Daniel Prinzo
- \$9,116 Katelyn Ucar
- \$8,579 Dairon Arbona Fonseca
- \$8,484 Joseph Crivelli
- \$8,351 Nairobi Contreras
- \$8,103 Jonathan Rindt
- \$7,884 George Shafiek
- \$7,720 Bruce Viaje
- \$7,550 Meaghan Krecsko
- \$7,115 Morgan Tranquist
- \$6,915 Nicholas Chuma
- \$6,909 Brandon Minor
- \$6,814 Melissa Sidoti
- \$6,687 Kevin Gillum
- \$6,425 Jenny Kim
- \$6,177 Mark Bernsdorff
- \$6,056 Jessica Chang
- \$6,053 Blake Higuchi
- \$6,031 Reynolds Akuamoaa
- \$5,837 Jozef Tinaj
- \$5,685 Kingsley Hansen
- \$5,679 Hector Luque
- \$5,494 Taleb Jammoul Hajali
- \$5,387 Scott Wheeler
- \$5,370 Jesse Fullmer
- \$5,366 John Catalano

- \$5,356 Steven Warner
- \$5,331 Romal Omid
- \$5,323 Jhanna Valerio Vivas
- \$5,312 Spencer Kozej
- \$5,234 Andrew Bishop
- \$5,180 Tomarus Burks
- \$5,136 Marisa Willgruber
- \$5,091 Ireland Sirni
- \$5,062 Jake Gelb
- \$5,004 Omar Al Choufi Cumarin
- \$4,955 Clayton Slaughter
- \$4,888 Tucker Gregor
- \$4,775 Paul Rumbuc
- \$4,717 Alec Seibold
- \$4,715 David Carpenter
- \$4,701 Matthew Conrad
- \$4,674 Jean Romero Capote
- \$4,595 Luis Velasquez
- \$4,571 Maria Martinez
- \$4,562 Gregory Rudolph
- \$4,497 Steven King
- \$4,420 Michael McKiernan
- \$4,414 Jeffrey Espinal
- \$4,389 Iv Menache
- \$4,308 Veronica Coval
- \$4,247 Jonathan Phillips
- \$4,239 Daniel Li
- \$4,214 Tyler McKnight
- \$4,198 Vincent Massari
- \$4,181 Sean Taylor
- \$4,160 Phi Phan
- \$4,128 Victoria Lewis
- \$4,126 Bobby Hamilton
- \$4,122 Stephanie Prince Leon
- \$4,114 Carrington Hanna
- \$4,066 Abigail Luna
- \$4,062 Ervin Metaj
- \$4,029 Alan Sedaghat
- \$4,014 Jacqueline Kabluyen
- \$4,006 MacMillan
- \$3,968 Priscilla Blanco
- \$3,941 Patrick Knouse
- \$3,889 Alipate Makaui

- \$3,852 Kelly Ekker
- \$3,825 Jean M Joseph
- \$3,752 Joseph Rotolo
- \$3,715 Carlo Buhay
- \$3,713 Sean Shephard
- \$3,690 Yelinet Godoy Latuff
- \$3,647 Derek Meriwether
- \$3,490 Klaudio Merizaj
- \$3,470 Danny Souri
- \$3,460 Adem Abdula
- \$3,401 Luay Ghawi
- \$3,399 Zakiya Jones
- \$3,386 Damon Stroup
- \$3,337 Marvelie Sanchez
- \$3,331 Ian Zollos
- \$3,329 Rielly Maher
- \$3,310 Paul Samra
- \$3,309 Behrad Baghbanian
- \$3,305 Christopher Mazzarelli
- \$3,290 Travis Picklesimer
- \$3,282 Paige Zuzick
- \$3,257 Matthew Ward
- \$3,225 Matthew Turnquist
- \$3,206 Joseph Tomanovich
- \$3,200 Daniel Zotter
- \$3,197 Daniel Pacheco
- \$3,167 Justin Hermann
- \$3,139 Tyler Church
- \$3,136 Nakita Fortin
- \$3,108 Tina Skalkos
- \$3,100 Ed-Maggie Myrthil
- \$3,044 Slavita Hut
- \$3,019 Joel Nunez
- \$2,971 Matthew Sutton
- \$2,967 Ashkan Khoshmaghham
- \$2,937 Jennifer Ragan
- \$2,916 Brandon Summerton
- \$2,897 Tyler Teague
- \$2,876 Brandon Hughes
- \$2,867 Kurt-James MacMillan
- \$2,858 Travis Kovach
- \$2,832 Aaron Parks
- \$2,827 Duane Shaw

- \$2,797 Mario Borino
- \$2,778 Erin Allen
- \$2,759 Michael Botond
- \$2,744 Maria Bonilla Borrego
- \$2,741 Arturo Romero
- \$2,735 Ryan Doherty
- \$2,703 Jesse Doherty
- \$2,688 Jake Yagjian
- \$2,688 Austin Macias
- \$2,671 Alexander Gomez
- \$2,665 Eric Snyder
- \$2,655 Phillip Rigoli
- \$2,646 Christopher Larsen
- \$2,634 Alberto Alcalá
- \$2,628 Aaron Friedlander
- \$2,624 Monica Montgomery
- \$2,620 Michael Burningham
- \$2,611 Anthony Mazurkewicz
- \$2,608 Gunnar Jorstad
- \$2,598 Jacob Krakora
- \$2,570 Matthew Kerfoot
- \$2,530 Michael Cirelli
- \$2,511 Levar Morgan
- \$2,505 Tecole Smith
- \$2,419 Astrid Castrillon
- \$2,387 Katie Stahulak
- \$2,379 Michael Geyer
- \$2,371 Richard Sidoti
- \$2,371 James Fangmann
- \$2,367 Adam Wheeler
- \$2,354 Daniel Ramirez
- \$2,345 Elvis Cartaya
- \$2,340 Isiah Brown
- \$2,336 London Burnett
- \$2,327 Yussuf El-Zein
- \$2,306 Eric Thompson
- \$2,303 Sara Vaz
- \$2,292 Alexandra Longo
- \$2,278 Jorge Toribio
- \$2,277 Jason Bratin
- \$2,252 Luciano Valero Vidal
- \$2,225 Armando Aiello
- \$2,221 Jenna Gula
- \$2,220 Michael Gerstein

- \$2,217 Viktorious Dugan
- \$2,199 Derek Johnson
- \$2,159 Kathleen Mezik
- \$2,151 Danny Juskiw
- \$2,146 Doris Martinez Garcia
- \$2,145 Magda Figueiredo
- \$2,126 Ashley Johnston
- \$2,125 Ryan Shazier
- \$2,105 Jordan Stelzer
- \$2,103 Tanner West
- \$2,090 Minh Phung
- \$2,084 Toni-Ann Allen
- \$2,082 Karen Salek-Cuzmar
- \$2,080 Matthew Diulus
- \$2,079 Francesca Veltri
- \$2,066 Aaron Piotrowski
- \$2,050 Aliya Johansen
- \$2,048 Tanner Duy
- \$2,045 Antonino Taormina
- \$2,040 Anthony Solano
- \$2,035 Nixandra Caraballo
- \$2,035 Tommica Gibson
- \$2,027 Kelly Schoenherr
- \$2,006 Stella Roznovan
- \$2,003 Jillian Getz
- \$1,999 Adrienne Bragas
- \$1,996 Peer Shmelzer
- \$1,986 Brian Jerome
- \$1,980 Kristi Basho
- \$1,970 Funmilola Elumade
- \$1,944 Cynthia Sittig
- \$1,918 Omar Billy
- \$1,913 Jason Green
- \$1,909 Sabrina Levi
- \$1,899 Diego Alvarez
- \$1,896 Fatima Ward
- \$1,892 Julian Navalta
- \$1,881 Diego Vargas
- \$1,875 Kamal Tayyib
- \$1,855 Christopher Hintz
- \$1,854 Christian Gojcaj
- \$1,851 Noe Perez
- \$1,848 Steffanie Sainato
- \$1,845 John Schaeffer
- \$1,841 David Staffieri
- \$1,799 Justin Rydzial

- \$1,706 Melinda Skinner
- \$1,692 Casey Combs
- \$1,690 James Sodan
- \$1,678 Kade Beck
- \$1,678 Matthew Hunsberger
- \$1,678 Evan Stewart
- \$1,663 Joshua Jackson
- \$1,662 Melinda-Rae Lyse
- \$1,659 Victoria Lindner
- \$1,659 Bruno Nuro
- \$1,653 Mark Lahijani
- \$1,635 Kevin Appasamy
- \$1,627 Andrew Hynan
- \$1,623 Christina Shanno Baldwin
- \$1,614 Jennifer Jantzen
- \$1,613 Jadelene Welty
- \$1,605 Justin Diaz
- \$1,594 Andres Liranzo
- \$1,592 Massoud Vaziri
- \$1,591 Kaia Pirazzini
- \$1,590 John Vacca
- \$1,586 Christopher Bungay
- \$1,581 Sokol Fazliu
- \$1,581 James C Romero
- \$1,579 Jeffery Thiel
- \$1,570 Jamie Beuschel
- \$1,560 Amanda Urdaneta
- \$1,546 Gloriet Liscano Gamero
- \$1,536 Thomas Huynh
- \$1,514 Joshua Goodman
- \$1,511 Jeffrey Hall
- \$1,499 Chase Miller
- \$1,498 Mark Auvil
- \$1,487 Connor O'Donnell
- \$1,465 Alexandra Berberich
- \$1,460 Samantha Garcia
- \$1,443 Thor Leighton
- \$1,427 Adianeza Rodriguez
- \$1,426 Seth Frisby-Jack
- \$1,415 Montana McDonald
- \$1,413 Stephen Davis
- \$1,408 Michael Nichols
- \$1,407 Tami Chaimov
- \$1,405 Nicole Preston

- \$1,401 Nick Scordos
- \$1,397 Ryan Hritz
- \$1,392 Shanita Friedlander
- \$1,387 Jesus Parra
- \$1,386 Daniel Umbertone
- \$1,374 Ransay Vazquez
- \$1,374 Zachary Poker
- \$1,359 David Ramirez-Benitez
- \$1,357 Beau Minnick
- \$1,349 Mercedes Bens
- \$1,344 Krystal Walters
- \$1,337 Daniella Torres
- \$1,333 Laura Graham
- \$1,331 Cristina Fox
- \$1,325 Chris McFoy
- \$1,322 Mariah Luquin Botello
- \$1,313 Sean Gillespie
- \$1,312 Nabil Atallah
- \$1,310 Lubraska Iguaro
- \$1,306 Johnny Ly
- \$1,286 Zachery McHattie
- \$1,282 Lisa Lawrence
- \$1,268 Luke Reiter
- \$1,263 Kevin Musai
- \$1,257 Dillon Kuehne
- \$1,245 William Thomas
- \$1,231 Sky Plunkett
- \$1,229 Justin Adams
- \$1,226 Matthew Abdo
- \$1,219 Heriberto Chavez
- \$1,219 Steve Bryant
- \$1,210 Eddie Gonzales
- \$1,204 Sarah Saleim
- \$1,204 Peter Kwiatkowski
- \$1,201 Shawn Feistamel
- \$1,200 Tyler Tasa
- \$1,194 Mickey Adkins

- \$1,193 Anthony Salerno
- \$1,188 Sierra Kelsey
- \$1,188 Ashley Rust
- \$1,183 Steve Svendsen
- \$1,181 Kurt Evans
- \$1,180 Paul Kelly
- \$1,178 Charles Gangloff
- \$1,174 William Parmeter
- \$1,168 Mayra Robles
- \$1,159 Ethan Stingley
- \$1,158 Leonardo Alsina
- \$1,157 Chilynn Acevedo
- \$1,149 Aldo Ramirez
- \$1,137 Austen Oakes
- \$1,131 Michael Giachetti
- \$1,110 Cara DeFiore
- \$1,110 Ryan Hall
- \$1,109 Travis Vaughn
- \$1,105 Anthony Marsella
- \$1,085 Marsei Hogan
- \$1,068 Tyler Cox
- \$1,062 Cole Hatfield
- \$1,062 Derek Foore
- \$1,058 Aaron Patt
- \$1,055 Andre Bent
- \$1,051 Vincent Meyer
- \$1,047 Edward Leon
- \$1,043 Ryan Witham
- \$1,040 Jacob Kieffer
- \$1,036 Kadiatou Fofana
- \$1,032 Jonathan Ballard
- \$1,018 Susana Vargas
- \$1,017 Serge Brouillette
- \$1,004 Jadwiga Martins
- \$1,003 Storm Hutskal
- \$1,002 Joseph Nelson
- \$999 Andrew Elledge
- \$998 Jonathan Ojendi

- \$991 Tichina Haughton
- \$989 Kendrick Greene
- \$987 Bradley Christiansen
- \$986 Venus Grier
- \$978 Jihad Ottallah
- \$974 Agnieszka Kuspier
- \$973 Conor Markins
- \$968 Gary Slocum
- \$968 Daniel Foore
- \$966 Dmitry Pendro
- \$966 Axel Carrasquel
- \$954 Dianka Blash
- \$951 John Santosuosso
- \$947 Jennifer Garcia
- \$944 Panaris Bregu
- \$939 Thomas J Vena
- \$933 Donald DeVoise
- \$933 Ryan Collins
- \$922 Awa Babou
- \$919 Marvin Fernandez
- \$915 Tennison Mather
- \$914 Christopher Gilbert
- \$911 Jack Morgan
- \$910 Kelechi Anele
- \$909 Michelle Olivo
- \$905 Devon Chapman
- \$904 Mackenzie Burchett
- \$901 Braydon Cameron
- \$901 Christopher McGlynn
- \$901 Noah Vongunden
- \$897 Razan Zarba
- \$889 Anthony Williams
- \$879 Danisabel Rodriguez
- \$869 Edon Nevzadi
- \$867 Peter Gabranski
- \$861 Miguel Diego Esquivel
- \$861 Ariana Jones
- \$859 Ryan Wilson

- \$857 John Collins
- \$850 Joshua Egyud
- \$848 Ronald Rivera
- \$843 Maurice Brown
- \$837 Michelle Gould
- \$834 Alexander Gross
- \$828 Lindsey Dettwiller
- \$823 Daniel Perkins
- \$818 Carey Hartman
- \$813 Kwabena Antwi
- \$812 Kathleen McArthur
- \$797 Sergio Carta
- \$791 Sunday Conine
- \$767 Jennifer Spalding
- \$762 Marvin Gonzalez
- \$761 Duni Olusegun
- \$761 Shane Valentine
- \$758 Herlin Celicourt
- \$756 Tyler Lefebvre
- \$756 Joseph Hogue
- \$755 Ornela Martinaj
- \$754 Alexandria Greer
- \$751 Gabriela Sime
- \$745 Damen Hartwick
- \$743 Emily Klich
- \$743 Asante Jackson
- \$736 Sean Byler
- \$735 Kyle VanBibber
- \$725 Nicole Herrin
- \$719 Cory Moncol
- \$718 Davina Vo
- \$716 Jenny Anderson
- \$714 Francis Ingulli
- \$714 Sean Saigeon
- \$707 Madison Kilburn
- \$703 Michael Wilson
- \$700 Daniela Rangel
- \$700 Jeanine Barlettano
- \$697 Doron Freud

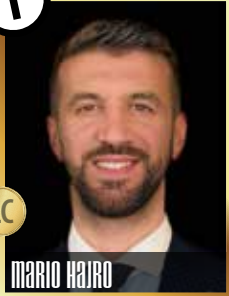
- \$692 Brent Henderson
- \$691 Jesse Barker
- \$688 Klaudio Martinaj
- \$688 Jeremiah Russin
- \$686 Devin Moore
- \$686 Zachary Hager
- \$683 Evelyn Romero
- \$679 Blake Tomblin
- \$677 Montana Hanson
- \$676 Normaned Arocho Pendas
- \$663 Edgar Velasquez Romero
- \$649 William Speckles
- \$649 Paul Torman
- \$648 Andres Cano
- \$639 Lori Hamel Johnson
- \$633 Ryan Martin
- \$630 Jakob Terry
- \$623 Sione Maumau
- \$618 Kerry Zorns
- \$616 Priscila Gonzalez
- \$614 Deanna Arceno
- \$612 Colin Ghee
- \$612 Yael Enriquez
- \$609 Victor Romero
- \$603 Sabrina Agostini
- \$594 Kevin Dimery
- \$579 Cartiza Rojas
- \$572 David Rigney
- \$570 Christopher Burkholder
- \$568 Trevor Bailey
- \$566 Kimberly Fandrey
- \$565 Joshua McTier
- \$561 Tamar Epton
- \$559 Chad Boskat
- \$554 Staci Brown

- \$554 Jhon Escariza Contreras
- \$553 Rocky Allen
- \$550 Thomas Wright
- \$548 Raul Pinto
- \$547 Matthew McDowell
- \$540 Nathaniel Bernes
- \$531 Jose Anderson
- \$530 Hugo Flores
- \$527 Sean Henry
- \$525 Luis Osorio Bello
- \$515 Aldalyne Aldana Bello
- \$511 Steven Counts
- \$510 Adrain Alfred
- \$509 Matthew Melhorn
- \$507 Mavrick Fredericks
- \$505 Daniel Arzate Roa
- \$504 Bryce Engstrom
- \$500 Sara Hart



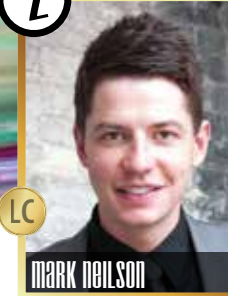
46 RGA LEADERSHIP BONUS

1




MARIO HAJRO
\$63,027
AO

2



MARK NEILSON
\$43,337
AO


3



JOSHUA OLIN
\$35,087
AO

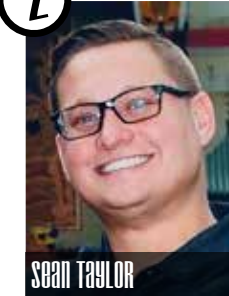
47 SA/GA DIRECT CODE FIELD TRAINING BONUS

1



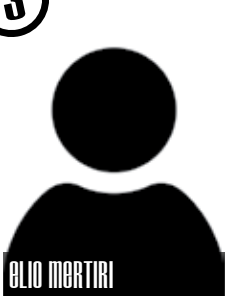
CHAYSON WILLIAMS
\$17,296
AO

2



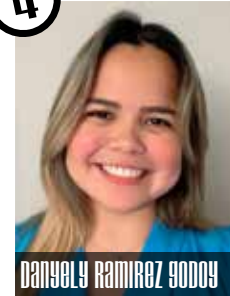
SEAN TAYLOR
\$10,645
Henderson-Locker

3




ELIO MERTIRI
\$6,670
AO

4



DANYELY RAMIREZ GODOY
\$6,135
Fort Worth Latino Division

5



SCOTT URBANOWICZ
\$5,319
Henderson-Locker

MAY BONUS LEADERS

PAYOUT: \$870,898

QUALIFIERS: 201

\$ 63,027 Mario Hajro	\$ 8,103 James Marks	\$ 4,135 Scott Wheeler	\$ 2,431 Taurean Flournoy	\$ 1,458 Doron Freud	\$ 708 Ryan Wilson
43,337 Mark Neilson	8,039 Tyler Boulden	4,118 Tony Geer	2,430 David Wang	1,428 Yussuf El-Zein	688 Eno Iftiu
35,087 Joshua Olin	7,770 Matthew Turnquist	4,103 Matthew Conrad	2,419 Adianeza Rodriguez	1,361 Joshua Goodman	663 Helgi Bistochett
31,021 Joe Lewo	7,587 David Carpenter	4,066 Richard Whyte	2,378 Jake Yagjian	1,359 Steve Svendsen	Navarro
23,125 Taulant Bane	7,274 Eric Thompson	4,006 Giovanni Diduro	2,351 Joseph Rotolo	1,337 Duane Shaw	639 Rielly Maher
22,232 Nafic Djendji Abdel	7,249 John Vacca	3,968 Phi Phan	2,336 Dustin Dunbar	1,331 Magda Figueiredo	614 Kevin Butchino
Khalek	6,720 Kimberly Hamilton	3,889 Paul Kelly	1,322 Noe Perez	1,322 Noe Perez	612 Aaron Parks
21,661 Jenny Kim	6,686 Mark Bernsdorff	3,861 Zach Otto	1,286 William Dugan	1,286 William Dugan	591 Conner White
18,843 Andrew Bishop	6,433 Samantha Ralston	3,814 Britton Costa	1,257 Jake Gelb	1,257 Jake Gelb	579 Daniel Pacheco
18,738 Bobby Gujral	6,380 Ryan Stenglein	3,639 Bruce Viaje	1,226 Michael Cirelli	1,226 Michael Cirelli	566 Ryan McIntosh
16,772 Walter Icaza	6,349 Justin Sutton	3,578 John Santosuosso	1,219 Paul Samra	1,219 Paul Samra	560 Nicole Preston
15,163 Reynolds Akuamoaa	6,346 Joseph Tomanovich	3,484 Adam Kidikas	1,210 Raul Rojas	1,210 Raul Rojas	553 Ross Ewen
15,071 Jessica Chang	6,322 Matthew Diulus	3,331 Sokol Fazliu	1,178 Nakita Fortin	1,178 Nakita Fortin	547 Patrick Donovan
13,024 Corey Helly	6,177 Gregory Rudolph	3,305 Jeanine Barlettano	1,168 Daisy Vasu	1,168 Daisy Vasu	531 Daniel Umbertone
12,486 Stuart Pagan	5,898 Mark Lahijani	3,254 Daryl Graham	1,115 Tyler Worstell	1,115 Tyler Worstell	
11,832 Astrid Castrillon	5,841 Sara Vaz	3,178 Gary Slocum	1,110 Peter Kwiatkowski	1,110 Peter Kwiatkowski	
11,694 Justin Adams	5,656 Mike Paragiou	2,917 Johnny Ly	1,105 Veronica Coval	1,105 Veronica Coval	
11,350 Melinda-Rae Lyse	5,615 Jeffrey Espinal	2,898 Kelly Ekker	1,063 Stephen Jeung	1,063 Stephen Jeung	
11,180 Christopher Hintz	5,495 Bobby Park	2,876 Kingsley Ibeh	1,047 Mark Dushaj	1,047 Mark Dushaj	
10,390 Steven King	5,366 Jason Bratin	2,867 Hasan Ghazal	1,040 Derek Foore	1,040 Derek Foore	
9,982 Brody	5,331 David Quevillon	2,759 Alex Kae	1,004 Jesse Doherty	1,004 Jesse Doherty	
Maughan-Evanson	5,180 Brian Jerome	2,754 Alexis Pineiro	1,002 Justin Hermann	1,002 Justin Hermann	
9,727 Cody Gardner	5,091 Raymond Risucci	2,754 Brandon Summerton	991 Kasali Kotun	991 Kasali Kotun	
9,584 Brent Bowling	4,921 Gabriela Sime	2,744 Alfredo Garcia	973 Jeffrey A Smith	973 Jeffrey A Smith	
9,388 James Sodan	4,823 Andy Batten	2,688 Michael Romero	905 Omar Billy	905 Omar Billy	
8,819 Sergio Carta	4,702 Jeremiah Russin	2,671 Gabriel Rocha	855 Jesse Rennich	855 Jesse Rennich	
8,579 Anizabath Parra	4,595 Alexis Naranjo	2,646 William Parmeter	843 Troy Williams	843 Troy Williams	
Gonzalez	4,571 Yael Enriquez	2,624 Darrin Roberts	818 Travis Vaughn	818 Travis Vaughn	
8,478 Meaghan Krecsko	4,308 Ryan Hall	2,598 Zachery Kertulis	761 Patrick Knouse	761 Patrick Knouse	
8,272 Chase Miller	4,235 Randall Cook	2,505 Adrain Alfred	735 Conor Markins	735 Conor Markins	



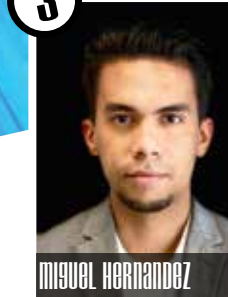


MAY BONUS LEADERS

PAYOUT: \$283,830

QUALIFIERS: 430

\$ 17,296 Chayson Williams	\$ 1,903 Jake Kim	\$ 1,303 Matthew Sturgis	\$ 893 Asad Ahmed	\$ 658 Jennifer Guerino	\$ 536 Leticia Irving
10,645 Sean Taylor	1,874 David Estey-Ang	1,294 Jahanna Pace	886 Jennifer Hartog	656 Jose Anderson	531 Mariann Kirby
6,670 Elio Mertiri	1,874 Jonathan Ballard	1,291 Kevin Musai	879 Daryuztkia Rodriguez	655 Kyle Baggett	521 Travis Dixon
6,135 Danyely Ramirez	1,871 Kristie Wagner	1,289 Byron Patterson	Balza	653 Shanna Eller	520 Michelle Mendez
Godoy	1,863 Lawrence Forgie	1,282 Ornela Martinaj	877 Jacob Kieffer	652 Stanley Stephen	519 Trisha Jones
5,319 Scott Urbanowicz	1,863 Aldo Ramirez	1,260 Kathleen McArthur	872 Vienna Howat	649 Natela Washington	518 Steve Torres
4,569 Evelyn Leon-Perez	1,749 Parveen Lakhani	1,250 Kylee Blehm	871 Kye Williams	646 Michael Geyer	513 William Malerik
4,341 Kristi Mills	1,716 Arcelia Zizumbo	1,225 Dillon Zartman	863 Ian Perez Peon	643 Mario Trejo	513 Miguel Serrano
3,742 Shantasia McCain	1,713 Cameron Henson	1,192 Ardian Gojcaj	854 Nathalyn Sanchez	639 Ligia Quevedo	507 Justine Meyers
3,698 David Ferriolo	1,667 Jack Morgan	1,182 Brinsley	845 Christopher Montoni	627 Silas Merkel	504 Ana Machado
3,578 Giorgi Gogidze	1,642 Brandon Bennett	Maughan-Evanson	839 Herlin Celicourt	626 Brandon Cain	Rodriguez
3,189 Alex Jankowski	1,603 Salaur Khorrami	Miguel Diego	839 Jennifer Gilkie	623 Brian Tanner	503 Gabrielle Kolar
3,041 Damaris Trejo	1,603 Ryan Schreiber	Esquivel	835 Daoud Naser	620 Marc Rouse	
2,956 Gary Louis-Charles	1,556 Mitchell Hambley	1,126 Haley King	599 Michele Faul	620 Michele Faul	
2,924 Jamie Beuschel	1,533 Joshua McTier	1,118 Jose Baptista	Townsend	596 Cuong Le	
2,911 Bryce Engstrom	1,532 Joshua Briggs	1,100 Priscila Gonzalez	780 Alexandria Greer	582 Mackenzie Burchett	
2,851 Michael Lewo	1,530 Christian Navarro	1,093 Chase Snider	773 Richard Sidoti	573 Gabriella Weisbom	
2,773 Jamie Caldwell	1,513 Damon Stroup	1,053 Peer Shmelzer	766 Olynda Rodriguez	569 Grant Thompson	
2,586 Diana Navarro	1,489 Matthew Melhorn	1,004 Basilio Tiniacos	756 Patrick Locke	564 Montana Hanson	
2,500 Selina Maldonado	1,448 Nathan Hunt	986 Malcolm Howard	755 Traci Alderman	563 Donald Wash	
2,424 Enoch	1,441 Rosa Colmenares	983 Mayra Rivas	741 Jakob Terry	563 Anthony Anglin	
Baiden-Nimene	Borrego	943 Kacie Converse	737 Ryan Martin	553 Tanya Diaz	
2,403 Hailey Parsons	1,437 Michael Joseph	942 William Bertram	734 Daniel Nava	548 Jusem Hajali	
2,378 Dmitry Pendro	1,413 Zachary Hofreiter	938 Sabrina Levi	714 Lynn Svoboda	544 Tristan A Smith	
2,339 Ryan Marquis	1,371 Hector Cruz	921 Liliana Aguirre	710 Kurt Evans	543 David Archer	
2,256 Nicole Wright	1,344 Vanessa Rodriguez	920 Drew Johnson	709 Kyle Cooley	539 Yann Nsoga	
2,197 Michael Conner	1,318 Kevin Valentin Ross	914 Ryne Morozowski	693 Anne Banco	538 Esmeralda Cruz	
2,110 Savannah Ontiveros	1,318 Garron Moffett	909 Jordan Jones	681 Dustin Holtz	537 Matthew	
2,042 Jonathan Collins	1,315 Anneli Brandt	909 Luz Cortes	676 Jacoby Barry	Masterovich	
1,935 Jayleen Miller	1,313 Logan Buckley	908 Stephany Garcia	673 Matthew Lewis	536 Michael Panella	
1,919 Andrew Jeans		905 Elizabeth Palmer	661 Mason Duty	536 Brittney Masters	

REINSTATEMENT BONUS

1	2	3	4	5
				
JAMES C CARTER \$4,714 S-S-Parks-Salvaggi	ORBY KELLEY \$4,574 S-S-Bendure-Hartwig	MIGUEL HERNANDEZ \$4,546 Josh West	DASON PHAUL \$4,536 Theodore Pappas	NABIL SPAHI \$3,570 Giglione-Ackerman

MAY BONUS LEADERS | PAYOUT: **\$107,238** | QUALIFIERS: **202**

\$ 4,714 James C Carter	\$ 2,735 Sami Mogannam	\$ 1,485 Elizabeth Keiderling	\$ 1,219 Gregory Caldwell	\$ 853 Veronica Coval	\$ 590 Patrice Franklin
4,574 Orby Kelley	2,720 Jack Craig	1,456 Phyo Phyo	1,160 Jack Keiderling	809 Claudia Jacquet	582 Carmen Arroyo
4,546 Miguel Hernandez	2,574 Denise Ley	1,449 Djenabou Diallo	1,125 Laurekins Pardovani	784 Diane Carrion	581 Isabella Celli
4,536 Dason Phaul	2,328 Joseph B Smith	1,394 Marc D'Emilia	1,105 Nicholas Beyer	678 Kwabena Antwi	581 Cody Toth
3,570 Nabil Spahi	2,256 Mitchell Look	1,329 Charlene King	1,104 Pamela Faircloth	659 Pamela Oleary	564 Gina Kramer
3,399 Joseph Faisant	1,778 Kareen Griffith	1,322 Benjamin Newhouse	1,018 Kayla Kuhn	623 Nikki Crosby	552 Scott Florin
3,304 Zenon Zorij	1,734 Megan Russell	1,279 Benjamin Giamalva	938 Loraine Patterson	603 Regina Koonce	536 John Schaeffer
3,216 Valerie Ross	1,610 Nicholas Gasparro	1,233 Alvin Hagens	865 Mark Harhager	596 Fritznel Octave	525 Joshua Briggs

















5 BONUS TOTAL: \$4,517,232

WORLD'S GREATEST \$1,936,210	LEADERSHIP \$1,319,056	RGA LEADERSHIP \$870,898	SA/GA TRAINING \$283,830	REINSTATEMENT \$107,238
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

FOUNDERS CLUB

May Qualifiers—
Outstanding Producers:

 Joshua Dishong S-S-Bendure-Hartwig 7 Qualifications \$350,052 Net ALP 82.4 RET	 Duni Olusegun Phillip Waisman 6 Qualifications \$277,194 Net ALP 89.4 RET	 Marshall Fernandez AO 2 Qualifications \$274,997 Net ALP 89.1 RET
 Roger Fung Mathew Hart 5 Qualifications \$193,037 Net ALP 85.0 RET	 Nancy Djendji Jesus Romero 3 Qualifications \$141,777 Net ALP 92.4 RET	 Ian Pickett AO 6 Qualifications \$121,238 Net ALP 80.0 RET
 Aref Sayegh Satti-Kanaan 8 Qualifications \$118,081 Net ALP 88.4 RET	 Dillon Zartman S-S-Bendure-Hartwig 2 Qualifications \$115,848 Net ALP 84.0 RET	 Ladan Rahbary AO 4 Qualifications \$109,655 Net ALP 92.0 RET
 Alex Jankowski Simon Arias 1 Qualification \$105,346 Net ALP 87.9 RET	 Viktorious Dugan AO 5 Qualifications \$98,200 Net ALP 88.7 RET	 Max Quasem Cohen-Velasquez 55 Qualifications \$95,298 Net ALP 93.5 RET
 Bryan Stoddard Joshua West 2 Qualifications \$95,148 Net ALP 84.2 RET	 Michelle Scourtos Albert Serur 1 Qualification \$87,298 Net ALP 83.2 RET	 Roydon Riki Steve Friedlander 1 Qualification \$76,329 Net ALP 90.6 RET
 Michele Faul Giglione-Ackerman 1 Qualification \$75,589 Net ALP 85.1 RET		

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!

♣ \$4M ♣



LILY SAKAI

Cohen-Velasquez
Contracted 5/6/03
Qualified 5/31/22
\$4,005,403 Net ALP



Meardey Kim

AO
Contracted 5/21/16
Qualified 5/31/22
\$1,004,671 Net ALP



Daniel Prinzo

S-S-Parks-Salvaggi
Contracted 7/29/16
Qualified 5/31/22
\$1,003,144 Net ALP

THE SEASON IS HALFWAY OVER...

WHAT PLACE ARE YOU IN?

DIRECTORS OF THE MONTH



Leaders growing leaders



Sales Director of the Month



Rudi Camenzind

Rudi had 71.87% growth over May 2021.

VP of the Month



Rob Gray

Rob had 5.85% growth over May 2021.



David Zophin

President
American Income Life &
National Income Life Divisions

Iwould imagine that plenty of you are baseball fans. It's sort of impossible not to be – it is America's favorite pastime, and being part of the Globe Life family connects us a little closer to the sport. But anyone who keeps up with the baseball season knows how important it is to keep a close eye on your team's standings. If you fall too many games out of first place, it becomes almost impossible to make up for those losses, and the season could end up a bust.

The same is true for every calendar year of your career. If you let yourself fall too far behind, it becomes harder and harder to play catch-up.

Since the year is halfway over, now is the perfect time to evaluate your standings. Not necessarily how many games you are

out of first (if you're not actually in first), but how you're doing on your goals for 2022. Take a close look at the goals you had set for yourself in January and ask yourself if you're behind, right on target, or ahead of the game.

If you're behind, what adjustments do you need to make for the second half of the year? What areas are you struggling in? What changes do you need to make on a daily, weekly, and monthly basis? Once you pinpoint what you need to do, commit to making a change, and don't let anything stand in your way.

If you're on target, consider amping up your efforts so you can beat your goals. While accomplishing what you initially set out to do can be satisfying, surpassing your ambitions is extremely gratifying.

If you're ahead of where you need to be, don't get complacent! Instead, adjust your goals to match your current pace and start aiming a little higher. (And if you really challenge yourself and beat your new goals, even better.)

No matter where you are on your journey, the great news is there is still plenty of time left in 2022... but only if you take

action *now*. I've known plenty of individuals who knocked it out of the park the second half of the year even after having a less-than-stellar start. If you want it badly enough – if you *really* want this to be your best year ever – there is still enough time to make it happen.

If you need a little motivation, think of what a great six months could mean for your career and for your family. Think of the impact you could make. And, of course, think of turquoise seas and white beaches. Think of the incredible trip that's waiting for you if you're willing to put in the work over the next few months.

After all, *you* are the one who decides how the rest of this year will turn out. You are the one who decides if you'll join us in Cancun next year. It's you versus you, and I hope you choose to step up and be the absolute best you can be.

So check your standings. Evaluate where you are and make the necessary changes. Take this opportunity to turn the rest of this year into the best months of your career.

It may not be easy, but it will be worth it. Are you up to the challenge? 🏆



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1200 Wooded Acres Drive
Waco, TX 76710

MAY TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE
PRODUCER**

FIRAT UCAR
\$75,566 NET ALP



**VETERAN
PRODUCER**

JOSHUA DISHONG
\$107,780 NET ALP



SA

**ADRIAN PEREZ
GONZALEZ**
\$72,464 1ST 6 MONTHS



GA
**OMAR AL CHOUFI
CUMARIN**

\$72,464 1ST 6 MONTHS



LC

**MGA
CATEGORY IV**

DAVID CARPENTER
101.7% GROWTH



**MGA
CATEGORY III**

JENNY KIM
97.7% GROWTH



**RGA
CATEGORY II**
TAULANT BANE
29.8% GROWTH



LC

**RGA
CATEGORY I**

DAVID CARPENTER
22.1% GROWTH



**PR REP
CATEGORY I**

DAVID SCALISI
2,642 CARDS



**SGA
CATEGORY II**

**S-S-BENDURE-
HARTWIG**
105.6% OBJECTIVE



EC

**SGA
CATEGORY IV**

JOSH WEST
105.0% OBJECTIVE